

# CONNECTICUT INDUSTRY DECEMBER 1 9 4 0



CENTER VIEW of 30th Annual Meeting Banquet, October 31, Hotel Bond, Hartford

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DECEMBER 1940

# CONNECTICUT INDUSTRY

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L. M. BINGHAM • EDITOR

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## SIGNIFICANCE OF THE ANNUAL MEETING

By E. KENT HUBBARD

The 30th Annual Meeting of the Association has passed into history but the memory should long remain in the minds of those who attended. It is my belief that a look backward ten years hence will lend convincing testimony to the fact that the Annual Meeting of 1940 was truly an historic occasion—one fraught with greater significance than anyone dared to predict at the time.

Whatever significance may be attached to this meeting because of the trend of events, the fact remains that its import for industrial management now should serve as a guide for future action. It should have demonstrated forcibly to everyone in attendance that Connecticut is truly the "Arsenal of the Nation" because of its four "firsts" and its high ranking in the production of the critical items required for the physical defense of this nation. It should have brought home the fact that Connecticut industrial management, despite its splendid past performance, is faced with the necessity of producing far more of the sinews of defense at a faster pace than ever before, while at the same time laying plans for the continuance of manufacture and sale of peace-time products now and after the defense need has passed.

Those who heard Mr. Knickerbocker could scarcely be left in doubt as to the absolute necessity of upholding the heroic hands of Great Britain as our first line of defense against the powerful enemies of democracy. Mr. Oursler, in his talk on "The Enemy Within", gave ample evidence that our enemies at home must give us, perhaps, even more concern than those abroad. None could doubt after hearing Mr. Clegg that the Federal Bureau of Investigation, splendid as its work has been in the past, must redouble its efforts and secure every assistance from industry and from loyal Americans everywhere if it is

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# PIONEERING IN NATIONAL DEFENSE

By EDGAR L. HEERMANCE,

Secretary, Connecticut Forest and Park Association

**W**HAT will America do if another fuel shortage develops, as was the case in 1917? Then, because of priorities in freight, it was often impossible to secure coal. Railroad men assure us that this will not happen again, but European experience warns us not to be too sure. In an emergency, what is to take the place of the normal coal, oil and gasoline? Connecticut foresters believe they have found the answer—wood.

During the last war, many factories and homes were obliged to burn wood, with rather unhappy results. They did not know how, and the proper equipment was lacking. To be prepared for a similar emergency, we need to learn how to utilize the reserve fuel supply which our forests provide. It is Connecticut, true to her traditions, which is doing the pioneering in this important field. Our State has an unusual array of forestry talent. The Yale School of Forestry is located here, and the Northeastern Forest Experiment Station. We have a very efficient State Forest Service. Four years ago the Connecticut Forest and Park Association brought these various agencies together in a joint Marketing Committee, to develop new methods of utilizing forest products. Persistent study and experiment are beginning to bear fruit.

More efficient use of wood for domestic heating was the first problem. This was solved by a new type of wood-burning stove, which was developed by the Mason Laboratory at Yale after a study of European models. The new stove, known as the Char-Wood Heater, operates on the principle of destructive distillation. The wood in the fuel magazine is reduced to gas, which is then burned under high temperature. But the chief feature of the stove is its convenience. Once the magazine has been filled with wood and the draft set at the desired temperature, no further attention is required for from eight to twenty-four hours, depending on the weather. The Char-Wood Heater has aroused a surprising amount of interest. Inquiries have been pouring into the Association office all the way from Eastport, Me., to southern California, as well as from Canada and a number of foreign countries. While valuable in

**Editor's Note.** Quietly but efficiently research efforts are being made to discover how to use one of Connecticut's latent resources to the full. Mr. Heermance outlines in this article certain results already obtained from the effort and certain other objectives which his Association is attempting to reach.

itself, the chief importance of the new stove is that it has served to focus the attention of the country on a problem and a possible solution. No doubt it will be the progenitor of a long line of efficient and convenient wood-burning equipment; the manufacturers have already developed a small warm-air furnace for central heating. Given that type of equipment, wood will come back as a domestic fuel in timber areas where other fuels are relatively high in price as a result of transportation costs.

If a shortage of coal develops, can industry turn to wood? Household use is only a minor phase of the fuel problem. The committee has been more interested in large-scale utilization. In one of the buildings of the State Farm for Women at Niantic, an experiment is being carried out in the use of hogged wood, that is, cordwood reduced to chipped form in a large machine known as a wood hog, so that it can be fed mechanically to a boiler. This method has long been followed by wood-working plants for utilizing their own waste. Why not do the same thing

with the waste from our forests? The experiment at Niantic has been made possible by financial cooperation from the State Government and the Federal Department of Agriculture. Wood will be supplied from one of the State Forests. Cost reduction studies have been an important part of the experiment, since the price of wood largely represents labor and transportation. The Marketing Committee believes that both of these elements of cost can be reduced. New methods are being tried out, and special equipment, both light and heavy, has been designed.

Is there any substitute for gasoline, another essential fuel in which a shortage might develop in time of war? We can take a lesson from Europe's book in the substitution of wood-gas. For a number of years, gas made from wood or charcoal has been used successfully abroad for operating motor truck and stationary engines. Twelve pounds of low-grade charcoal will do the work of a gallon of gasoline. In an emergency some such substitution might become necessary, and we should

(Continued on page 39)



CONNECTICUT woodlands will yield in heat value the equivalent of 300,000 tons of coal annually.



# THE "NEW HAVEN" TRAINS FOR LARGER SALES

**T**ODAY the air tingles with talk about "preparedness". Business is being speeded up; the government has rolled up its sleeves; industry and commerce are geared for greater activity. Amid all this, The New Haven Railroad has taken a front-line position in developing a new angle on "preparedness", one equally as vital—if not more so—in days of normal business as in times of possible emergency.

Believing in the importance of a man's being able to think and talk, convincingly, on his feet, The New Haven sent its freight traffic men to school for ten weeks to learn how to do it. Result: Fifty-two freight solicitors of varying types and ages completed a course in salesmanship and public speaking, fortified with poise and equipped with the knowledge of how to use most effectively their newly-acquired kits of mental sales-tools.

At their final class in New York on September 5, each solicitor delivered a short talk on a subject assigned him only five minutes earlier, thus demonstrating the actual use of the basic principles of selling.

During the combined salesmanship—public speaking course, each man learned how to combat "not interested" and "we are satisfied" prospects, and mastered strategies that sell "the man who won't talk".

The educational course was given by the Lacy Institute of Boston, headed by Jack Lacy. A feature of the course was the "Sales X-Ray", used to fix major principles in salesmen's minds. It consists of a three-panel frame containing neon tubular lights equipped with push-button control. In the center panel is pictured the outline of a prospect's head through which the course of a buying impulse is traced—step by step—as guide words in the outer panels are flashed, until eventually "O.K." appears in front of the mouth.

The results have been so satisfactory that seventeen Passenger Department representatives are now receiving the same training and will be as well equipped for sales work as their Freight Department associates when the course is completed.

**Editor's Note.** After carrying on a campaign of modernization of equipment for the past several years in preparation for more business, the "New Haven" road is now in midst of injecting more "Oomph" into its sales force. This brief article tells about the interesting method used.

"Sales-mindedness" is not new to The New Haven. This phase has been stressed since 1934, when the Sales and Traffic Development Department was organized. The New Haven was one of the pioneers in applying modern salesmanship methods to solve the ever-present problem of getting business.

At that time, the business outlook generally was far from prepossessing. However, The New Haven felt it had never been better equipped to serve New England. It had something important to sell, and forthwith decided it was high time for action.

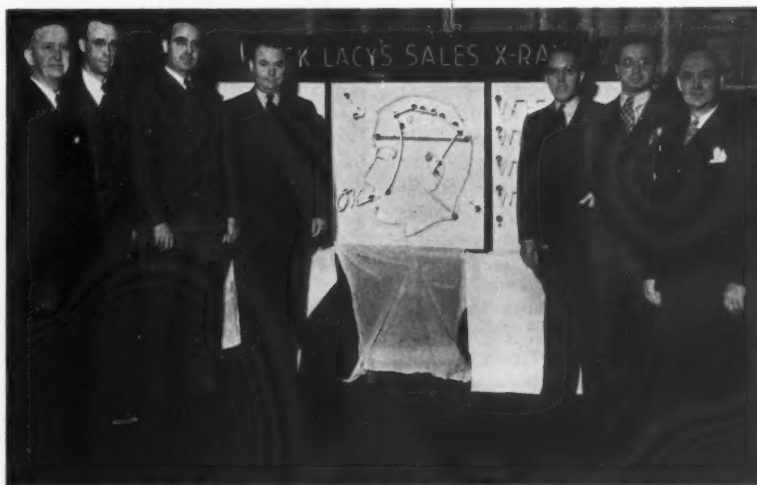
After much study, it created on December 1, 1934, a new section of the Traffic Department known as the Sales and Traffic Development Department in which all functions per-

taining to more intensive and fruitful development of the territory were integrated into a single unit whose purpose is to offer well-coordinated service.

Heretofore, there were some seven "on-line" district offices. These were doubled in number and additional solicitors were sent into the field. By creating a greater number of smaller districts and adding new solicitors, the department has been able to establish closer and more regular contacts with the public, obtain immediate knowledge of new traffic and new competition, and take advantage of a greater opportunity to cater to particular needs of individual shippers.

The work of "on-line" agencies in New York, Connecticut, Rhode Island and Massachusetts is supplemented ef-

(Continued on page 39)



**PHOTO** shows group of New York, New Haven and Hartford R. R. district men at G. E. Clark plant, 414 W. 127th St., New York City. In the group are (Left to right)—W. J. Foran, District Traffic Manager, New Haven; Edward J. Barrett, District Traffic Agent, Willimantic; J. J. Murphy, N. Y., N. H. and H. R. R. and New England Transportation Co., District Traffic Agent, Hartford; J. R. Owens of New England Transportation Co., New Haven; Charles B. Ricker, District Traffic Agent, Waterbury; Alfred F. De Ferrari, District Traffic Agent, Bridgeport; and Jack Lacy, President of Lacy Institute.

# THE THIRTIETH ANNUAL MEETING

## Review, Addresses, Exhibit



ROBERT S. EDWARDS

**S**TAGED at a time when our Democracy is hurriedly building defenses to protect its very existence, the Thirtieth Annual Meeting of the Association held in the afternoon and evening of October 31 at the Hotel Bond, Hartford was, perhaps, of greater import than any meeting previously held in the corporate history of the Association. The theme, "The Challenge to and the Defense of the American Way of Life", was indicative of its significance. An all-time record attendance of more than 600 lent further proof that manufacturers throughout the state desire to acquire all possible knowledge about the enemies of our Democracy and the best possible defense that can be set up against them.

Following usual procedure, the Annual Meeting was convened first to hear the presentation of reports by the Treasurer, the Budget Committee and the Nominating Committee, after which all officers were unanimously re-elected for the coming year as follows: E. Kent Hubbard, President; John H. Goss, President Scovill Manufacturing Co., Waterbury, Vice President; Harold D. Fairweather, Executive Vice President, Colt's Patent Firearms Manufacturing Co., Hartford, Treasurer; and C. L. Eyanson, West Hart-

ford, Assistant Treasurer and Secretary. The directors elected for four year terms starting January, 1941, in accordance with the recommendations of the Nominating Committee were: Phelps Ingersoll, Vice President, Wilcox, Crittenden & Co., Middletown, representing Middlesex County; R. H. Valentine, President, The Warren Woolen Co., Stafford Springs, representing Tolland County; G. W. Blunt White, Vice President, Sonoco Products Co., Mystic, for director at large; and Robert S. Edwards, President, Edwards & Company, Inc., Norwalk, for director at large.



PHELPS INGERSOLL

President Hubbard's annual address, amplified by a defense exhibit in the lobby of the Bond Hotel, set forth in forceful style Connecticut industry's contribution to the cause of national defense. Governor Baldwin, first speaker at the session, accented the contributions of the state government to the national defense program.

At the afternoon session, Fulton Oursler, Editor-in-Chief of the McFadden Publications, discussed the nature of "The Enemy Within" and suggested certain defenses against them. Hugh H. Clegg, Assistant Director of the Federal Bureau of Investigation, presented "The Case for the

Defense Within", pointing out certain methods being used by his bureau to defend our nation against sabotage.

At the banquet session, H. R. Knickerbocker, war correspondent, International News Service, just returned to the United States from London early in October, presented under the subject, "The Enemy Without", a series of dramatic episodes during London bombings, together with a strong warning that America must consider Britain as its first line of defense. As a fitting close to the banquet session, James Lynch of the National Defense Advisory Commission presented "The Case for the Defense Without", describing certain activities of the National Defense Advisory Commission in Washington.

Because of the truly great import of the statements of all speakers at this year's annual meeting, CONNECTICUT INDUSTRY, spokesman of the Association, presents all of the addresses on the following pages. CONNECTICUT INDUSTRY recommends the circulation of this month's issue, among all executives in all industrial plants of the state in order that those who heard the addresses may review them again and that all others who failed to hear them may be able to evaluate their true significance.



G. W. BLUNT WHITE

# THE NEED FOR DEFENSE AGAINST MILITARY AND ECONOMIC AGGRESSION

Annual Address by E. KENT HUBBARD

President, The Manufacturers Association of Connecticut, Inc.



E. KENT HUBBARD

**M**Y philosophy of life begins with myself. I like to think that the opinions which I hold are the opinions held by the majority of men so far as fundamentals are concerned for I believe that I have very few thoughts which I can truly claim as my own. I believe that most of us merely reflect the thoughts of individuals with whom we come in contact personally and the thoughts of others which we glean from the printed word and the spoken word as it comes to us in public address, over the radio or directly.

Most of us do not think. We merely think that we think. In reality, if we are normally intelligent, we, for the most part, cull from the thoughts of others that which we feel is best and soundest. Our philosophy of life is based upon these facts. Our ideas as to what should or should not be done in any given period or in any certain circumstance are based, therefore, upon the philosophy of life which we accept as our own.

In a period such as this it is difficult to adjust our reasoning so that we may come to proper conclusions in regard to any matter. The eastern hemisphere is embroiled in a death struggle. Men have arisen who would subjugate the world to their whims and their will. In the western hemi-

sphere anxiety and, perhaps, fear grip the continents. In the United States men of different political faiths are vying with each other in an attempt on the part of each to prove that he alone holds the key to national safety and prosperity.

But out of all of this we today concern ourselves primarily with our own problems, the problems which confront Connecticut industry. We cannot deal with all of the multitudinous problems, but just as organized industry in Connecticut has, since 1815, diligently fought for the betterment of industry and the state as a whole, so we must now consider at least two of the problems which are specifically ours, namely our responsibilities in regard, first, to our defense against military aggression and, second, our defense against economic aggression.

## Our Part in Defense Against Military Aggression

At the moment Connecticut industry is called upon to play more than its part in national defense. That it is doing its job well is clear. It is true, as a high ranking officer of the ordnance department said to me a short time ago—I quote—“Taken on a per capita, a square mileage, an industrial employment or any other comparative basis, Connecticut is doing more in the matter of national defense production than any state in the union.”

The enlightening figures compiled from those issued by the Division of Public Contracts of the Department of Labor tell the story.

Take the matter of the production of small arms and ammunition. Take the contracts accepted by private industry in the nine states in which contracts have been let, namely Virginia, Massachusetts, New Jersey, Pennsylvania, Ohio, Michigan, New York, Illinois and Connecticut. Adjust the value of the total contracts

in each state in three divisions, namely gross population, number of industrial workers and square miles. We find that Connecticut stands *first*. The charts which you saw in the lobby give the detailed indices.

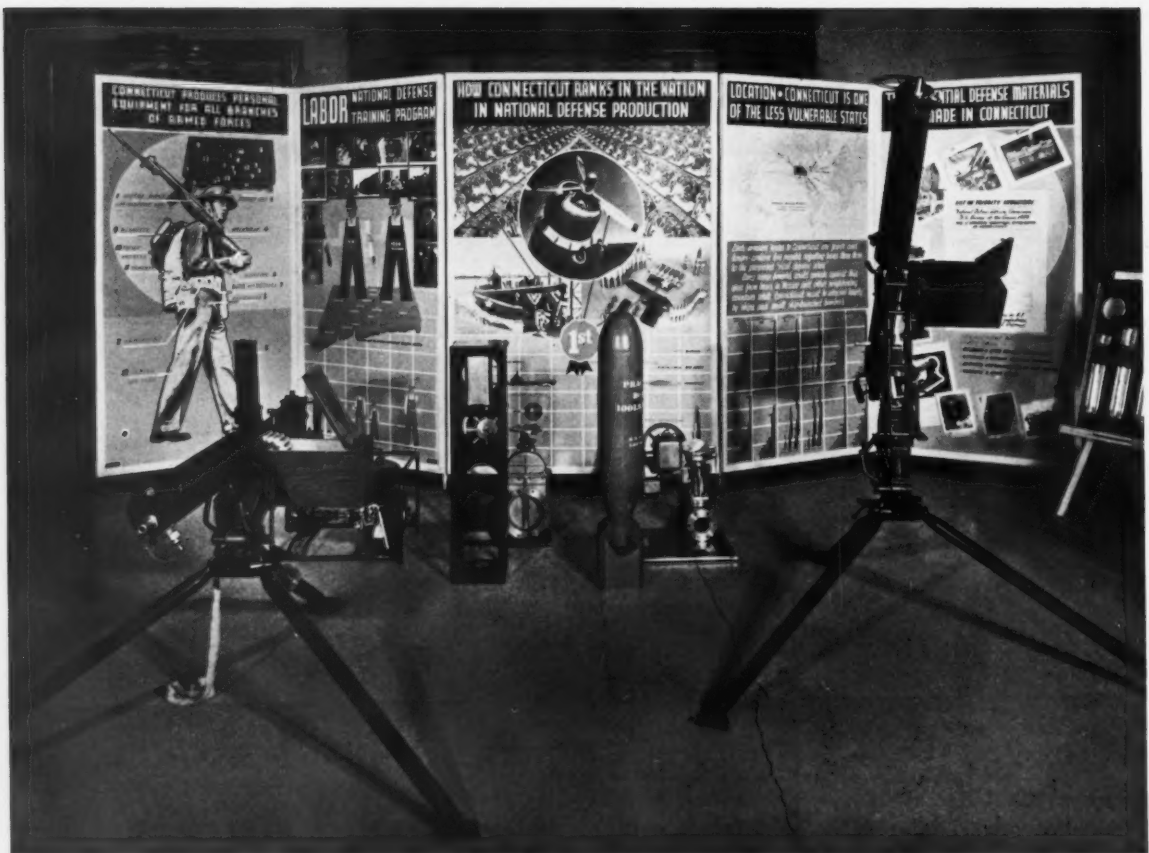
Again when we apply the total value of contracts placed in each of the states named to the total number of industrial workers we find that Connecticut stands first. Little old Connecticut shows its ability to produce when we apply the square mileage gauge to the production of small arms and ammunition. The closest approach is made by the state of Illinois.

The same picture is presented if we separate “small arms” from the group of “small arms and ammunition”. Connecticut leads the other producing states which are Michigan, Massachusetts and New Jersey by a wide margin.

I pass over any adjustment on the private industrial production of submarines because Connecticut is so far ahead of any other state in the union that comparison is unnecessary. She represents, through her great plant at Groton, over 58% of the total production.

In the production of airplane engines we take the chief producing states of Connecticut, Michigan, Indiana, Ohio, New Jersey, Pennsylvania and New York. All of these states trail far behind Connecticut when applied to total population, total number of industrial workers, or to square mileage. The great plant across the river, its affiliates and its hundreds of supporting industries in Connecticut are playing a large part not only in national defense, but in the defense of democracy generally. Airplane engines must be provided with airplane propellers and here again Connecticut stands to the fore.

No item used in defense can be made unless there is machinery with which to make it. Connecticut is the home of production machinery. It is the birthplace of quantity production.



DEFENSE exhibit on display in the Bond Hotel lobby as a feature of the Annual Meeting, demonstrated Connecticut's manifold contributions to national defense. In fact the exhibit was so enthusiastically acclaimed that it is being shown in other cities and towns.

With these facts I have dealt on many occasions in the past. Today Connecticut is not lacking in the production of machinery which it supplies, under government contract, to the defense industries and to government arsenals and navy yards all over the country. Again she stands *first*, as shown by the charts, among the states of Ohio, Pennsylvania, Michigan, Illinois, New York, Massachusetts, New Jersey, Washington and Virginia where contracts for production machinery have been placed.

Ordinarily we do not think of Connecticut industry as being a great supplier of the personal equipment of the soldier, but even in this field she is not far behind the leaders.

I shall not burden you with further details on individual defense items, but by way of proving that Connecticut is actually in the lead I cite to you the situation in connection with total defense contracts issued

as compared with the other ten states which lead.

In the matter of the total value of contracts for all defense items, when we apply the measuring stick of total population, you will note from the charts that Connecticut's index figure is 207.9 as compared with such great industrial states as New York with an index of 46.42, Michigan with an index of 67.58, and Illinois with an index of 23.48.

Connecticut's index figure on total contracts when the total number of industrial workers gauge is applied stands at 2109, whereas the great industrial states of New York, Michigan, Virginia, Pennsylvania, Massachusetts, New Jersey, Illinois, Washington and Maryland all trail along as they do when the square mileage standard is used.

If there be those who feel that the application of any measuring stick

other than total value of contracts applied to individual defense items is unfair, I would reply that even in that application Connecticut stands well to the fore. For instance, in the matter of production machinery she ranks second only to Ohio among the ten leading states in the manufacture of production machinery under contract. In small arms and ammunition she leads the list of all states, exceeding her closet rival by nearly a hundred million dollars. In the production of soldier's personal equipment, exclusive of weapons, she ranks fifth. In the production of airplane engines and propellers she is far in the lead of any other state in the union. The same is true in connection with small arms. In the matter of total contracts she stands second only to the state of New York.

Just as defense goods cannot be produced without machines, so they cannot be produced without trained men.





FIRST panel of exhibit background.

Connecticut has always been proud of the skill of her craftsmen. She has been able to retain industrial leadership in a great measure because of that skill.

It is to the distinct credit of the Governor of the state, and those who have worked with him, that they foresaw the need for the training of men for industrial employment. Fifteen training centers were established with an eventual capacity of from three thousand to thirty-five hundred each five-week period.

This training program was developed long before the need for industrial defense workers was generally recognized—a tribute to the state government's foresight.

Other states may properly claim credit for the inauguration of similar training plans but it is with a great deal of pride that we in Connecticut can say that over 98% of the trainees in these courses have thus far been placed—a record which is unequalled in any other state. And what is more, these placements have kept their jobs. One of the things that Connecticut authorities have guarded against from the beginning is the training of a large number of workers who might face the heart-breaking experience of hav-

ing been trained and then being unable to find a job. With the facts which I have cited as to this state's place in defense production, we may truly say that Connecticut is the ARSENAL OF THE NATION. Upon her the federal government must rely if it is to attain the degree of military preparedness which is so essential in these dangerous times.

### Decentralization of Defense Industries

I come now to the second point in this attempt to outline Connecticut's position and some of her needs.

No nation is so stupid as not to protect her arsenals against military, naval and air attack. However, up to the present time it is very apparent that we have been stupid. We have, here in Connecticut, investments totaling millions of dollars which are being put to work in the interest of national defense. In addition, and more important still, we are leaving unprotected thousands of workers in our defense industries. Today in this great arsenal that is Connecticut not a single anti-aircraft gun guards her industries. Her harbors are, comparatively speaking, without defense, and her air defense is woefully weak, even with the establishment of the district base of the air corps at Brainard field in Hartford. We need more than occupation of our municipal fields by federal wings. We need more fields and the improvement of present ones.

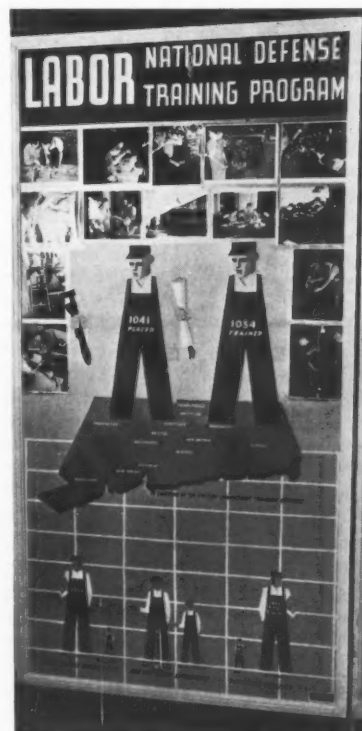
In the entire state there isn't to be found a single air-raid shelter, and as far as I have been able to determine from conversations with many high authorities, little is being done to correct the situation. I cite these facts not in criticism of our war or navy departments, nor in criticism of our representatives in Congress, nor in criticism of industry itself. I do say, however, that the moment that the Congress of the United States is freed from the necessity of absenting itself from Washington for campaign purposes, that Connecticut's representatives in Congress should, regardless of party, bend every effort toward the correction of the existing situation.

Connecticut industry, and by that I mean the men and women who work at the machines in our defense industries, the members of their families, the managements of these plants, the thousands who have put their savings into the securities of these industries,

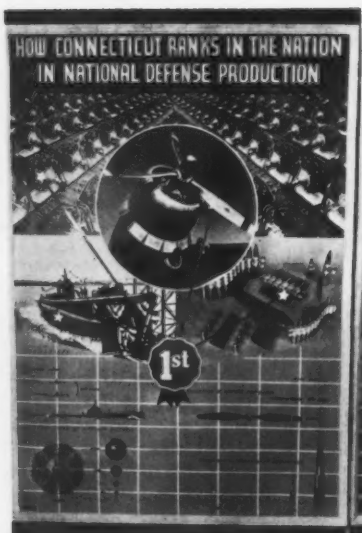
and the Connecticut public in general, earnestly calls upon Connecticut senators and representatives to bring the Congress to the realization that Connecticut is the arsenal of the nation and that as such it must be fully protected against military, naval and air attack. I pledge not only the support of our organized industry to this task but I tell you that industry will rise to any effort to bring about the necessary results. If Connecticut congressmen and senators can assure adequate protection for their beloved state, they will have earned the undying gratitude of all of its people.

### What of Vulnerability?

There naturally follows from this point speculation as to the vulnerability to attack of Connecticut as compared with other sections of the country. I ask you to note carefully my thoughts in this regard. A great deal has been said concerning the vulnerability of our eastern seaboard. Demand has been made on the floor of the house and senate for the movement of Connecticut's defense industries to other sections of the country because of this alleged vulnerability.



SECOND exhibit panel.



CENTER panel of exhibit background shows production "firsts".

I have no quarrel with those who would extend our defense industries in other sections of the country. Personally I believe that it is a wise move. Not only in periods of military or naval emergency but in times of peace as well, overconcentration does not make for a healthy national industrial situation. I do have a very distinct quarrel, however, with those who would move our existing industries to other sections of the country as well as with those who feel that expansion of existing facilities in Connecticut is undesirable. The reasons for this stand, I believe, are unassailable.

Connecticut has a wealth of management brains. It has had decades of experience in peace-time and emergency production of items needed for defense. It has thousands of craftsmen who have grown up in these businesses who could not, and who would not as long as we remain a democracy, be moved to other sections of the country. Connecticut industry has the facilities for expansion in workers, in land area, in proximity to the manufacturer of production machinery, in transportation—both rail and water, and in all other factors which make for sound and speedy turn to high production. Move our industries to any other section of the country and you will scrap that which it has taken over a hundred years to build.

On the other hand, there is every reason why defense production facilities should be established in other

states of the union. It is sound national policy. I say quite frankly that this period of defense production should be shared by other states, perhaps by some which are not now regarded as industrial states. Selfishly, after the European war has ended, or after all of our defense needs have been met, I do not want to see Connecticut burdened with more than its share of idle factory space, or unemployed workers, and certainly not of ghost towns. I welcome also the establishment of industry in states which are not now industrialized because I foresee that in the future, when the representatives of such states speak on the floor of the senate or house of representatives in Washington, their viewpoint will be different than the viewpoint which they now hold. Perhaps we will come to the time when senators or congressmen from the now non-industrial states will recognize some of the problems of industry, and will cease rousing one group of business men and farmers against another group. Perhaps then we shall have a peace-time nation pulling together instead of apart as is now the case. Perhaps also there will arise in this nation a demand for full naval, military and air protection for all defense production areas, regardless of location.

#### Connecticut's Comparative Vulnerability

I say this because I cannot subscribe, as I have said, to the thoughts of those who believe that Connecticut is more vulnerable than certain other sections of the country.

I cannot believe that those who set aside a certain section of the interior of the country as a defense production area sought the advice of our best military, naval and air authorities. I have talked with authority after authority, and I have written to many whom I could not contact personally, and I have been unable to locate the brains that conceived this dream of a section of the country safe from attack. On the contrary, my informants among the experts tell me that Connecticut is less vulnerable than the interior of the country. They cite to me the airline mileages from various base points. They recall the flights of the Russian airmen down through Alaska and along the Pacific coast, the flight of Mexican flyers from Mexico City up through the southern states to our capital at Washington,

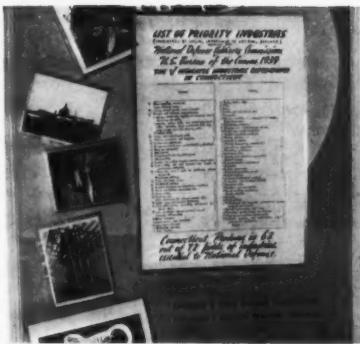
the frequency of flights between South American airports to the southeastern sections of the country, the flight of Balbo with an entire squadron of planes into the very heart of our country. They cite our great, broad rivers and our large gulfs, all adjacent to what might become hostile territory, and they cite the distance flights of bombers and fighters in Europe.

No one has better exploded this idea of vulnerability of Connecticut than did Colonel Frederick Payne, chief of the advisory board of the Hartford Ordnance District, when he said in a letter to Assistant Secretary of War Robert P. Patterson. I quote—

" . . . it would appear obvious that constant harping upon their openness to attack, together with the constantly increasing reports of plants to duplicate their products being planned and erected in the central part of the country, must produce a feeling that a large percentage of future orders will be sent to the new plants; this, of course, will mean a loss of interest beyond orders now on hand, together with a natural reluctance to enlarge present facilities."



FOURTH panel shows graphic comparisons.



**LIST of priorities in 5th panel shows state represented in 63 out of 72 industries.**

Colonel Payne continues—

"This area is now in production in many lines of ordnance material, and the expansion of plants, with resulting increase of output, can be accomplished much more rapidly than the erection of new plants . . . "Scattered or isolated plants will each represent a separate problem of protection, while many closely grouped facilities can be safeguarded as a unit."

Colonel Payne then quoted from an article from the RESERVE OFFICERS' MAGAZINE which says:

"Dispersion of vulnerable targets remains a primary tactic of anti-aircraft defense, but the mere scattering of factories may well defeat its very purpose by increasing the unit cost of gun defense beyond practicable limits. Conversely, an area such as metropolitan New York presents a target so large and so heavily concentrated as to be technically indefensible.

"Between extremes lies Southern New England, with a concentration of essential industries great enough to make a first-class anti-aircraft defense worth while yet with a dispersion sufficient to reduce its vulnerability as an area target. Such an area can be effectively defended by suitable Air Corps and anti-aircraft artillery, installations too expensive for relatively undeveloped regions, yet negligible in comparison to the national defense values included in this vital area."

That is Connecticut's case as presented by Colonel Payne so that

again we may say that we cannot agree with those who would move our industries, but that we ask our senators and congressmen that they bend every effort to urge defense protection not only for Connecticut but, equally important, for the industrial areas of the southeast, the southwest, the middle west and the northwest.

Secretary Patterson, in his reply to Colonel Payne, said—

"The publicity of which you speak does not appear to have any sound basis of fact behind it as far as the War Department is concerned. As you probably are already aware, out of a total of approximately 9,200 plants that have been allocated for the manufacture of munitions, some 1,500 are in the New England area and a substantial percentage of these in the states of Massachusetts and Connecticut.

"The plans of the War Department contemplate that allocated plants will be loaded to their capacity and that they will continue to produce at capacity plus such production as can be obtained with reasonable expansion in certain cases, as long as the need for munitions continues."

Secretary Patterson's letter continues—

"The new productive capacity to be created for munitions is intended to supplement that available from existing capacity and not to displace such capacity. The policy in locating these new productive facilities is, first to place them where results can be obtained most expeditiously and, secondly, to distribute them geographically so as to avoid congestion and equalize the load, as well as to minimize the risk of air attack and possible loss of strategic areas.

"There is no denying the cogency of your reasoning, but I cannot help but feel that the resources, both existing and potential, of the New England area are now being given full consideration and will continue to be given such consideration in the development of our munitions program."

We might well inquire whether the Congress, other sections of the execu-

tive branch and other officers of the War Department think as Secretary Patterson thinks. We must remember that there are many forces at work of which our representatives in Congress must be constantly aware.

I have tried to draw for you a picture of Connecticut as a great arsenal and to outline the vital need of adequate military, naval and air protection of that arsenal. I have tried to show that such protection is equally vital in the case of defense industries wherever located. I have tried to show that Connecticut is, perhaps, less vulnerable than are many interior locations, and I have attempted to stress particularly the great desirability of united action on the part of Connecticut's delegation in Washington.

### Economic Defense

So much for the high spots pertaining to military defense. Now let us turn our thoughts to economic defense to which I referred in the beginning. What of the days that are to come—an era when nations ground their planes, dump their ammunition, berth their navies and garage their mechanized equipment to begin, perhaps, a more relentless war on all economic fronts than the military war which preceded?

Hitler, the mad paperhanger turned military strategist, has applied pincers tactics in all of his major successful offenses. Given certain military victories, he or any other victor can use pincers tactics economically quite as effectively as militarily.

We are quite as unprepared for this economic war as we are for a military war. The difference lies in the fact, however, that our government is aware of the need for military preparedness and action but, apparently, is totally blind to our need for preparedness and action in the economic war which has already started but which is to be waged ruthlessly, regardless of the outcome of military endeavors.

Here we are—a great industrial, agricultural and commercial nation, capable of producing almost anything any section of the world requires, with essential raw materials within our borders or close at hand, with very few exceptions. Here are industries struggling to increase their foreign trade just as they have struggled for the last ten years, unsuccessfully, how-



ever, primarily because our government has been of practically no help. On the contrary, it has been a hindrance. The governments of the nations of Europe, both on the Allied and Axis sides, have, regardless of their military activities, aided their industries in the promotion of their foreign trade. On this side of the water the story is quite different. The United States Department of Commerce, primarily its Bureau of Foreign and Domestic Commerce, was developed up until ten years ago to a high degree of efficiency. Its agents, competently trained, were in all quarters of the globe. Daily information came to the Association headquarters, at which is maintained a branch office of the Bureau of Foreign and Domestic Commerce, in the form of trade opportunities and other aides from far-away places. A particular effort was made by the Bureau in perfecting its South American organization and manufacturers of the United States were gradually developing a peacetime business which augured well for future control. Then came the idea of reciprocal trade treaties. I need not dwell upon the fact that the contentions of the sponsors of reciprocal tariff legislation as to the promotion of international good will were not realized.

Coincident with the signing of treaties which, of course, were made in great secrecy and without ratification by the Senate of the United States, came a wholesale discharge of commercial attaches and the complete elimination of trade commissioners. Career men were thrown out of their jobs over night. The Department of Commerce, the only department of the United States government capable of aiding industry as, for instance, the agriculture department aids agriculture, was practically put on the shelf. The great building in the District of Columbia which housed the department was successively handed over to various organizations. At one time the Blue Eagle flew from its flag poles and its offices bulged with "busy workers" who were engaged in doing everything but aiding industry either in connection with its foreign or its domestic trade. It still bulges but not with Department of Commerce activity.

The Secretary of Commerce, who at one time was considered one of the important cabinet members, was

relegated to the status of a bureau head who had the ear of no one. Later the position was given to a secretary who spent practically the entire term of his office in the hospital or in convalescing. More recently the secretaryship was turned over to the well trained and very capable Jesse Jones, who has it as a part-time job—a job to which he cannot conceivably do full justice because he already has more jobs than any one man can handle.

As Turner Catledge in the *New York Times* of October 6 points out—

"When Mr. Jones took the oath of his new office (Secretary of Commerce) he became the largest holder of important jobs in the entire federal establishment, with perhaps the sole exception of the President himself. He was raised to full cabinet rank and made general head of the Bureau of Census, the Bureau of Foreign and Domestic Commerce, the National Bureau of Standards, the Coast and Geodetic Survey, the Bureau of Marine Inspection and Navigation, the Patent Office, the Inland Waterways Corporation and the Civil Aeronautics Board. "He became automatically, actually or ex officio, head of the Business Advisory Council and the Textile Foundation; member of the United States Council of National Defense, the Federal Advisory Board for Vocational Education; the Foreign Trade Zones Board, the National Archives Council, the Establishment of the Smithsonian Institution, and the Foreign Service Building Commission.

"Already, as a result of his appointment by the President as Administrator of the Federal Loan Agency only fifteen months before, his administrative orbit had been made to include the Reconstruction Finance Corporation, the RFC Mortgage Company, the Federal National Mortgage Association, the Electric Home and Farm Authority, the Disaster Loan Corporation, the Federal Housing Administration, the Federal Home Loan Bank Board, the Home Owners' Loan Corporation, the Federal Savings and Loan Insurance Company and the Export-Import Bank."

Is it conceivable that Secretary Jones, capable and energetic as he is, can possibly give any attention to the restoration of the Bureau of Foreign and Domestic Commerce?

Those of us who are struggling with the problem of foreign trade, who realize that if we are to survive as a nation economically, know that we must at the very least develop our South American trade. Yet, we are constantly made aware of the ever-increasing diminution of the services and efforts of the Department of Commerce. In a word, as I have said, American industry, unlike the industry of any other country which pretends to be engaged in world trade, has at the moment no department of the federal government to which it can turn for results anywhere comparable with those enjoyed by foreign competitors.

To me this is a vital matter. It is the crux of the successful waging of the international economic war in which we are now engaged but which will be forced upon us a thousand-fold when ocean traffic again becomes free. Our pitiful attempts at the expansion of our foreign trade, particularly in South America, are today being laughed at by the Axis powers. Truly we are, in this respect, just what Mussolini labeled us a short time ago when he said through his official newspaper, "North American people are the most ignorant of the white race. The present tragic isolation of the English-speaking people comes precisely from their ignorance of the history of civilization."

. . . In the case of military defense, so in the case of economic defense, we must call upon the only eight men in these whole United States who can help us now—our representatives in the senate and house at Washington.

### Our Plea

These pleas for military and economic defense we make in most profound earnestness, for upon their answer depends the very future of this great state of ours.

Our philosophy of life begins with ourself. Our opinions, however, are the result of mass thinking. I like to think that the thoughts I have expressed are the beliefs of the people of Connecticut.



# THE ENEMY WITHIN

An Address by FULTON OURSLER,  
Editor-in-Chief of McFadden Publications, New York  
(Unedited by speaker)

THE people of the United States today are beginning to realize that they are in danger of being conquered by an invisible foe. Once upon a time the army and navy had only to defend us against armies and navies of enemy nations attacking us from the outside. The peace officers of our country too, had a clearly defined field of action. Once they had to fight only the underworld. They still have in front of them the murderer, the rapist, the kidnapper,—but, behind them now crouch subversive agents, industrial and military spies, saboteurs and destructionists.

In the war against these enemies, all loyal Americans share a great responsibility. These are dangerous days. How the United States of America will meet the problem of the so-called Fifth Column may actually determine the fate of democracy. We must move cautiously but decisively. If we allow ourselves to be overpowered by some desperate witch-hunting hysteria, we may throw away the Bill of Rights and, out of panic, lose forever our priceless heritage of personal liberty. On the other hand, unless this democracy can discipline itself, to protect its very existence, we may cling for a while to the shadow of personal liberty and end up by losing its substance altogether.

I could not begin any discussion of the dangers to Americanism without first giving thanks that the leadership of our defense against the termites that are eating at the foundations of our liberties, our defense against the spies and propagandists, and destructionists, has been placed exactly where it belongs—under the direction of a man whose competence as a police officer is unexampled in the whole history of law enforcement, Mr. J. Edgar Hoover.

From what I shall have to say, I hope you will not gain any impression that I am pessimistic about the state of affairs in the United States. Far from it. My faith in my country is greater today than ever before. We have all seen many changes since we started out in life. Not all of them

have been good changes. As I look back, I seem to see when and where we got off the main highway, just after the old war. That was when the period of debunking began. Our knowledge and our faith were debunked in plays, books, pictures, lectures, sermons, everywhere. That was when we began to read the new biographies of our great men, books that told us they were not so great after all. Idol-breaking became a popular sport. All our heroes were shown to us in naked display, a spotlight on their defects. Cromwell, it is true, said to the artist: "Paint me with my wart." But in the twenties, our artists, our writers, our dramatists, seemed determined instead to paint warts for warts' sake—with human faces only dimly to be discerned behind the blemishes. We were like a family that had lived in a house for a long time, and suddenly the father said: "I am tired of looking at that old wall paper. Let's tear it off and get something new." Once they got started, they found they did not like the furniture. So they threw that out. Carpets and rugs went next, and all the family portraits. Finally, they decided they did not like the house. So they tore that down. There they stood, under the open sky—free people, emancipated from the ties of the past. Of course, it was also true, they did not have a roof over their heads. And then it began to rain! We called the rain the depression. In that great flood of disaster, we all began to look for a spiritual shelter. But all we had left of the house was the old foundation. That was still there. Out of hardship, out of disillusion, the American people now, I truly believe, have caught a new vision. Now we are building a new house, not made with hands; and you and I are fellow builders of that house, and guardians of its security.

Admittedly, we Americans are a queer people. Fundamentally we are sound at heart, and no Fifth Column is ever going to be able to prevail against us. We Americans are a strange mixture of the practical and the idealistic—our feet on the ground, our



FULTON OURSLER

heads in the stars; a combination of Ralph Waldo Emerson and David Harum, both good Americans, living in sin together. The Americans walk a tightrope between sentiment and reality, between fact and dreams. Sometimes we seem to swing too far to the left, sometimes too far right, but we never fall off the rope. That is because our nature is a balance pole. We do go for queer things sometimes. One morning you wake up to find the whole country mad over such a quillet as miniature golf. Wherever you look you see those comic little miniature golf courses. A few months later, and they are all gone. No more miniature golf courses! Some day, we may fall for a more harmful imbecility. We may all wear shirts of the same color. We may get a dictator. We may even salute—for the first day or the second. But before very long our collective thumb will collide with our collective nose, and *that* for the dictator—because we are Americans, and that's the way we behave!

To define the enemies of Americanism, we may begin by observing the phenomena. Once start to fight for Americanism against the foreign isms, surprisingly and almost immediately you run into trouble. By way of example, only recently I was made a defendant in a suit for two million dollars, filed by Earl Browder and the

Communist party. The German-American Bund has threatened to pay me the same compliment. Let me say that the Sons of the American Revolution, of which I am proud to be a member, have not as yet sued me for fighting the Fifth Column, nor has any other organization which devotes itself to Americanism.

I define what we have come to call the Fifth Column as a process of secret war undertaken in advance of possible open war. There is no more terrible weapon than the Fifth Column. It works in the dark, it destroys from within, it corrupts and rots out the soul and courage of whole populations, it seeks to destroy the truth which is indestructible. Where it cannot confuse, it bribes, if it cannot bribe, it intimidates; when necessary, it kills. There are those who say that I exaggerate the danger of the Fifth Column. The Fifth Columnists themselves make use of incredulity as a weapon and try to chuckle us into a sense of false security through ridicule.

In the last ten years, I have published a great mass of material which made the judicious grieve, because they said it was exaggerated. They have lived to see it all come true, and worse besides. I am reminded of two Eskimo brothers who saved a white man's life. Out of gratitude, the white man brought one of the Eskimos to New York and showed him the sights. The Eskimo went home and told his fellow tribesmen all about the subway and the elevated, the bridges and the skyscrapers. The Tribesmen, who hated lies, excommunicated him. His sweetheart refused to marry such a liar. The next summer, the Eskimo's brother was taken to New York; he saw the skyscrapers and the other wonders of civilization. He went back and, when the home folks in the igloo asked him what he had seen, he said: "Nothing at all. New York is just another hunk of ice."

The Fifth Column is the most potent of modern methods of warfare, not only because it annihilates the resistance of whole peoples to the other methods of war, but above everything else, because it is the cheapest. Fifth Columnists in Denmark and Norway, in Holland and Belgium and France so weakened those great peoples in advance that, when open war did come, the Germans were able to win in a few days and weeks, instead of long, costly years. That was economy! But it is also true that there is no cheaper or more potent form of preparedness

than to cast out these devils; to cleanse our society of its enemies well in time. I believe we should go about doing this immediately, calmly and quite ruthlessly.

As I see it, the Fifth Column divides itself into three major groups. The first spends its time, money and energy on propaganda, some of it open and overt, some of it devious, insidious and hidden. The second group uses spies to collect military and industrial information and destructionists who use all manner of weapons, from emery dust to dynamite to cripple factories and—should the time ever come—to blow up tunnels, bridges and waterworks. The third is the most secret and most dangerous of all.

So far as the first group is concerned, we are subject to the propaganda of all nations, especially of Great Britain, of France and of the totalitarian bloc, Germany, Italy, Russia and Japan. We are the focal point, but I believe that the more lies they tell us, the less we are likely to believe any of them. It is true that propaganda agents, some of them native born, some of them foreigners, are trying to sow seeds of discontent between political groups, and races and varieties of religious faiths. These agents are of various kinds. Some are simple, ordinary, everyday crackpots. Some are ambitious bores and ignoramus. Some are ex-horse thieves, looking for a new racket. Some are honest men, misled idealists, fanatics, afflicted with the deadly virus of sincerity complicated with the heebie-jeebies. Some are unquestionably, undeniably, the hired agents of foreign powers. And many are strange and dangerous mixtures combining the worst features of all.

Let us see what our various friendly visitors are up to, and by all means, let us begin with the British. You never meet a German or a Russian propagandist who does not declare that no one ever protests against British propaganda in the United States. Lord Lothian says there is no British propaganda. Perhaps that is the shrewdest kind of propaganda for Great Britain to adopt. I must say, speaking as one thoroughly sympathetic to Great Britain, that I have never found the British indifferent to American public opinion. Indeed, in certain circles, I am astonished to find that the mention of our Revolutionary War sounds like a social error. I am impatient with such talk as "common citizenship" and "union now". As I

see it, there is a vast difference between American democracy and any other democracy in the world. But there is also a vast and determining difference between British attempts to influence American opinion and the same sort of activity by representatives of the dictator nations. The British have no plan to change our American way of life. Our ideals of citizenship are common ideals.

As for the French, one must, alas, be more reserved. Agents of the Petain government are here now. They begin by telling you that they want mercy ships for unoccupied France; food to be distributed under American administration. But they go on to tell you that the blockade as practiced by Great Britain is of itself an infamous weapon and one that can only eventually injure Great Britain's cause. I am afraid that the voice is the voice of France but the hand is the hand of Germany.

The agents of Germany, Russia and Italy are working together in this country in one common cause. They all have a contempt for our democracy. If they had their will, they would change our way of life.

Where is the German Fifth Column in the United States? Look for it in the old-fashioned, red-brick building on Massachusetts Avenue in Washington, D. C.—the German Embassy. Look for it in the German Library of Information and so-called travel bureau in Battery Place, New York City. Look for it in the office of the German Consulate in San Francisco, the core of German espionage in the United States, the headquarters of a whole division of spies and agents.

Where is the German Fifth Column in the United States? Look for it in every walk of life. It manifests itself in every conceivable manner utilizing every possible medium. Look for it in all men you meet who tell you that the American way of life has failed, that a new world is being born, and that we should prepare to live in the world on terms of friendship with the men who are so busy destroying the old world.

You do not need me to tell you of the manifold activities of Germany in the United States, in Mexico, Central America and in South America. You know how they play on racial minorities, capitalize on the antagonism between whites and blacks, between Irish and English; how they would paint the United States as a monster in the eyes of South Americans; how they would

fan the fires of racial and religious hatred between Jews and Catholics and Protestants.

And why? Because a united America is an invincible giant and they would like to infect the giant with the fever of internal discord.

The Italians are busy too. Missionaries from the Fascisti are at work among the six million Italians in the United States. Gayda, editorial mouthpiece for Mussolini, boldly declared in my magazine recently that Italy must dominate Gibraltar so that she can have free access to the Atlantic, because she must be ready to protect the interests of Italians in the United States. Today, under our democracy, the Italian language is being taught in New York high schools and I am told that the textbooks used in these courses are filled with praise of Fascist Italy,—of Fascist Italy, which preaches as fundamental doctrine that democracy is decaying and polluted, already a corpse.

As for the agents of Russian Communism, they have been much more successful in getting their ideas into our school books. They infest our government bureaus, our labor unions, and relief agencies. They have cells in our factories and shops and offices. Where are the Russian Fifth Columnists? They come crawling out of the very woodwork!

Down in Washington last spring, at a national Negro congress, the President resigned because he discovered that Communists had been paying money for the expense of the Congress and had usurped the entire organization.

Here is a handbill that the communists distributed to sailors of the American Navy:

"The capitalists' only solution for the crisis, for the ten million unemployed, is war. By war, millions of unemployed will be slaughtered and the bosses will make millions of dollars in profit. Turn the capitalist war into a civil war and establish a laborers' and farmers' government."

Even more disturbing the DAILY WORKER recently published a large number of greetings extended to it on an anniversary. One read:

"Greetings to a true representative of the American people from a group of friends in the Navy Yard."

Consider another example of the skullduggery of Russian agents in this

country. These Russians came to the United States for a definite and well concealed purpose. They made friends with powerful people, some of them connected with our administration,—professorial, starry-eyed, great-hearted idealists. The foreigners took the Americans in completely. That deception has since made our starry-eyed idealists very unhappy. I think they would prefer to be called crooks than to be shown up for the fools that the Russian agents made of them. Nevertheless they were played for fools; the Russians were not stupid enough to believe that, at such a time, a Communist revolution could be successfully engineered in a country like ours. They had too much respect for the common sense of the American people. But not the starry-eyed fellow travelers, penthouse pinks, heart throb idealists! They received these agents of the new ideology as evangelists of a great human experiment, a new social order. Such notions were not troubling the minds of the Russians at all. What they wanted—and got—was information. Military information. Industrial information. Our dewy-eyed fellow travelers helped them to get it.

Then the Russians went home, and now to the stupefaction of the starry-eyed idealists, the Bolsheviks have turned the information over to Nazi-Germany. Starry-eyed idealists,—it is to laugh!

We must know this Fifth Column technique for what it is. France is now having her own private reckoning. France wants to know about the bridge on the Meuse that someone forgot to blow up; about the man in the elevator of the PARIS SOIR building who held out his arms to the invading German soldiers,—a Frenchman did that,—and said: "Five years I've waited for you. Thank God, you're here at last."

The agents of the Gestapo and the OGPU are at work all over the United States. They carefully pick their key victims. The wife of a publisher who could not pay for a new fur coat is ripe for a Fifth Column donation. The radio commentator who cannot pay his gambling debts; improvident waiters in fashionable hotels; refugees who seek sanctuary here, without their passports,—all are used by organized foreign agents. And again, we have our native-born Fifth Columnists.

Sad to say, many of these were active in this country long before the phrase "The Fifth Column" was invented.

Back in 1934, no one had ever heard of the phrase "The Fifth Column". Yet, in the March 3 issue of a well known religious magazine, an American woman wrote an article to foster the practice of such Fifth Column activities as sabotage and revolution!

In this article, the author warned "young church fellows" that war was coming and that youth would be confronted with four choices. She set forth these choices in detail.

First, she wrote, "They can conform, yield to the draft, play the game of the war makers, be cannon fodder, get shot or gassed or blinded or de-legged or de-armed,—but if possible beat 'the enemy' to it and shoot, gas, blind and de-arm the fellows on the other side first."

The second choice is to be a conscientious objector,—"That takes even more courage than to go over the top . . . when the country is suddenly set toward war,—when movie, by persuasive picture; and radio, by persuasive voice; when the press, the pulpit, the schoolroom, the conversation of all the people, the enticement of the blonde and the brunette beauty, are for 'patriotism' . . . what unspeakably clear thinking and brave doing it takes to be a C. O.!

"But now a third choice, hardly so much as even heard of during the World War, appears in this possibility. Stay out of jail,—why thus separate yourself from the masses? Why thus let yourself be put out of the game? Accept the draft, take the drill, go into the camps and onto the battlefield, or into the munitions factories and transportation work,—but sabotage war preparations and war. Be agitators for sabotage. Down tools when the order is to make and load munitions. Spoil war materials and machinery."

If that is not modern day Fifth Column advice, then I am Benedict Arnold and this lady author is Molly Pitcher.

But there is a fourth choice: "The fourth choice is really a further development of the third. It calls for sabotage but with the deliberate, conscious, informed intent to get rid of the present economic system, of which war is a part, and to build a new world to the existence of which peace is a necessity.

"If you will make this choice, make it now and begin to meet, before war breaks, with others of like purpose and of iron will to carry out the pur-



pose . . . Youth in the Christian church must wake up or they are not going to be the leaders in the programs here described."

For the record, let me say that the author was Miss Winifred L. Chapell.

These are the propagandists, blood brothers and sisters to the spies and the destructionists.

My memory goes back to 1917, to forty fires in industrial plants and freight yards with a cost of more than a score of lives—to bombs planted on forty-seven ships leaving American ports even before we went to war—to the ghastly shambles of Black Tom Island.

We learned something from that, at least. Thank God again that we now have leading the job of combating that sort of thing, Director J. Edgar Hoover. Certainly his is an appalling task. How can he ferret out every traitor who wants to get work in an airplane factory or join our military forces? Dr. Ignatz T. Griebel, head of a Nazi spy ring, who fled this country, held a first lieutenant's commission in our Army Reserve from 1932 to 1936. Today, labor union leaders with long criminal records and others with no criminal records at all call strikes to hold up re-armament. Five per cent of the workers in one airplane plant recently started a strike and, to the glory of Mr. William Green of the American Federation of Labor, let it be told that he killed that strike. Only a few months ago, against the advice of union officers, a strike of six thousand men was called in the New Jersey plant of the Federal Shipbuilding and Drydock Company. It is denied that this was a Communist strike, but it held up a vital part of our re-armament work. Communists and Nazis are trying to get work on the building of American battleships and submarines, in airplane factories.

Not all of these men want to be Nazi agents—mark that well. Men who have no wish to betray this country are forced to do so by threats of dreadful treatment of their fathers and mothers in the old country. The arm of these dark forces has a long reach, as Trotsky found out. His last published work appeared in my magazine only two months ago; in it, he declared that to his certainty, Stalin had murdered Lenin; Trotsky lived but a short time after that.

Private word from Washington, where it would probably be denied, informs me that Alexander Kirk, until

lately *charge d'affaires* in Berlin, had urged President Roosevelt within the last week to break with Germany. Mr. Kirk's argument was that we are getting no information of value out of our consulates in Germany, and German espionage and propaganda in this country would be more easily countered. Of course, nothing is going to be done about this before election anyway.

All the while, these men and women are invoking the processes of democracy in order to destroy democracy. They demand free speech in order to destroy free speech. They cling to a free press in order that the press may be enslaved. Hans Kiederlien in his book, *JOURNEY INTO NEW AMERICA*, which was written for propaganda purposes among German-Americans in this country and for distribution in Germany, said this:

"The Bill of Rights is a wall in which a breach must be made before America's problems can be solved."

It is our job to see that that breach is never made, and yet it is no contradiction to go on to say that the Bill of Rights can only be preserved by a self-imposed discipline in this democracy that will find a way by which our liberties cannot be turned against us.

Which brings us to the third phase of the Fifth Column—the most dangerous of all. I now refer to the American citizen who does not know that he is a Fifth Columnist. He is the fellow who because he will not be a dynamic American becomes a passive victim of the regulation propagandists. He has lost his vision and his faith. He is a defeatist. He believes in his heart that democracy has proved itself a failure abroad and is sure soon to collapse at home. He expects dictatorship and in his heart he would welcome it. He is licked and he is ready to sell out his Americanism for peace of mind, which he is not going to get. He does not realize and never has realized—and there are millions of him—that democracy is a privilege and citizens have to work at it. He is the kind of fellow who has always said, "Let George do it."

Such men are the most dangerous enemies the United States has to face.

The passive resistance of our defeatists is a treason that may ruin us all. The home front, the morale of our people, is our great battlefield today. We must fight listlessness, we must fight inertia, we must fight the soft

counsel that tells us our temporary physical comfort is worth the whole principle of freedom. We must not let men forge chains for our children, as well as theirs, by their indifference. We must rout out the whisperers who say democracy is dead anyway and why give a damn.

The French talked that way. Some English talked that way. Have you forgotten some of the headlines of a few years ago? Let me recall them to you:

1934: Sir John Simon, Foreign Secretary of Great Britain, Declares Reich Rearming Vital Step to Peace. Says German Claims to Equality of Armaments Should Not be Resisted.

That was Fifth Column talk by a tired, bewildered Englishman who did not know he was a Fifth Columnist. It was also treason and countless men, women and children are dead today because the passive advice was taken. Another headline:

1934: Baldwin Scouts Nazi Air Strength. "Britain Is Not Unprepared," he states, opposing Churchill's plea for defense appropriations.

That was unconscious Fifth Column talk; Baldwin won and Churchill lost—no, it was not Churchill, but all England, all the Empire that has paid for Baldwin's ignorant folly. And here are a few others:

England Refuses to Act When Germany Marches Into Rhine Zone.

England OK's Hitler Peace Move.

Chamberlain Praises Hitler.

Hitler "Greatest Man In The World" says Lloyd George.

British Air Minister Doubts German Air Power.

Eden Bans Inquiry Hostile To Berlin.

And all through those years were other headlines telling how Churchill was laughed at because he urged his country to fortify itself without and within.

Of those foes within, the deadliest are the men and women who no longer believe. What can we do about them?

Which brings us to the question of what are our remedies.

Our public resolve, our unity of opinion must be brought to a peak of efficiency that will arm us with moral strength to defend ourselves against all our enemies.



I hold our personal liberties as dear as any other American. But, when a man is sick he is in danger, and must temporarily surrender the exercise of some of his personal liberties to doctors and nurses who want to make him well.

I say America is sick right now, and it is folly to wait until we find ourselves at war to get rid of the germs that are destroying us from within.

I believe that we should strengthen the arm of the Department of Justice by passing any new laws necessary to prosecute its work against the Fifth Column. I believe that the Department should be given all the men and all the money necessary to carry out that work.

I believe that we should get rid of all the starry-eyed idealists, the fellow-travelers and any actual Communists and Nazis in our government bureaus and departments.

I believe we ought to put men like Bridges out of this country—the sooner, the better.

Until the crisis is over, I would shut down all foreign language papers, and make them say what they have to say in the language of this country.

I would deny the right of free press and free speech to any person who was not an American citizen, since many aliens do not realize that it is proper to withhold disrespectful utterances while they are guests in our country.

I advocate strong measures against members of foreign consulates who are abusing their diplomatic privileges.

I believe we should exterminate their propaganda agencies.

Above all, I believe that we should initiate a movement in this country for education in Americanism. I believe the President of the United States should call a conference of leaders of public thought, newspaper and magazine publishers and editors, radio executives, motion picture executives—a concourse of useful citizens, as he did some years ago in the great crime conference held in Washington. That conference should evolve a program for national education in Americanism.

If we can draft our sons and put them into uniforms, take them out of jobs and send them into battle, surely we can take a few hours from the lives of the undrafted rest of us to learn something about the fundamentals of our form of government.

And that brings us to that question I asked in the beginning: What is Americanism?

There are certain words in our lan-

guage that might be called words of evocation. When they are spoken the listener who hears them contributes to their meaning. Not all words are evocative, as John Erskine long ago pointed out. For example, if I say to you the word "circle", you know exactly what I mean. Your mind receives a clear, precise image, but you contribute nothing to it, because circle is a precise, not an evocative word. Suppose, instead, that I say to you the word "home". To every one who listens there will come a different meaning, evoked out of personal experience. Now "Americanism" is a word like "home", an evocative word, and it has a special meaning for every American. I cannot define Americanism for everyone, but I can tell you what it means to me.

To me, Americanism is the spirit of freedom at work in organized self-government. It is a way of life, a free experimental process in democracy. By trial and error, free men and women who live in and under Americanism make their own laws and unmake them. They choose their leaders and they change them frequently in the hope of finding better ones. By this system, they open the door to many abuses. They are often deceived and betrayed, and they are exploited, robbed and cheated; nevertheless, they have, under this imperfect system, a greater people, a happier people, and a more prosperous people than any other nation that ever lived under any system on this earth.

Americanism is the sovereign voice of public opinion, greater than government, ruling the people only because the people rule.

Americanism began with the Declaration of Independence in which it was declared that "all men are created equal, having certain inalienable rights . . . Life, Liberty and the pursuit of Happiness." This was the birth certificate of Americanism. Its baptism was in the blood of our Continental soldiers. The certificate of that baptism is the Constitution of the United States and the Bill of Rights. This was the charter of a free people, adult enough, responsible enough to have and to enjoy, the right to a trial by jury; the right of habeas corpus; the right to be secure in their persons and homes with no search except by court warrant; the right to stand out of doors and say to all the world whatever one pleases to say—which is free speech; and the willingness to answer in the courts for what one has said—

which is the responsibility of free speech; the right and responsibility of a free press; the right to peaceable assembly and petition; and the right to worship God as conscience and only conscience directs.

Above all, Americanism is the spirit of men and women great enough to laugh at themselves and their leaders if need be. We are free people with a sense of humor. With a decent respect for all our brothers, we stand in awe of no government officer or office; in awe of no king or conqueror; in awe of nothing human; in awe only of the Lord God Almighty, Who planted this instinct for freedom in our hearts.

Americanism is the spirit of a new people, fusing many old peoples into a new national championship, a brotherhood which will never be cancelled, whether by men or by a system of men. We have tasted its freedom and we know that it is sweet. God helping us, we shall never give it up.

## Significance of Annual Meeting

*(Continued from page 1)*

to prevent grave hindrance to our defense efforts by saboteurs.

Much as I believe our Association has reason to be proud of its standing among other organizations in the state and nation for the quality of service it has performed for the good of its members and the state, it cannot go forward on past laurels. A good past record emphasizes a responsibility to deal successfully with the changing problems that may arise in the future. To take stock of the past and to visualize the problems of the future is the proper function of our annual meeting.

In order that more than 600 of our members and guests at the meeting may again examine both the warning and inspirational messages that were delivered and that all other executives who were unable to be present may have the benefit of the viewpoints presented by national and international authorities, this issue of CONNECTICUT INDUSTRY has been largely devoted to the publication of these addresses. It is my sincere hope that they will be read and studied by every senior and junior executive of every manufacturing organization in the state. For only by a thorough understanding of our annual meeting theme—"The Challenge to and the Defense of the American Way of Life"—can we plan intelligently to protect and expand our heritage.

# The Case For The Defense *WITHIN*

An Address by HUGH H. CLEGG

Assistant Director of the Federal Bureau of Investigation,  
Washington, D. C.

(Reproduced from notes—not edited by speaker)

MR. CHAIRMAN, Mr. Oursler, distinguished guests, ladies and gentlemen, I am real happy to be here and particularly proud of the fact that I can come as a humble member of the staff of the Federal Bureau of Investigation, whose director, The Honorable John Edgar Hoover, I have the honor of representing in bringing to you a sincere message of greetings and of highest esteem. He has asked particularly that I express to you his gratification of the fact that outstanding and distinguished leaders in our nation's industry and business are willing to lay aside their normal cares and duties and to give thought, study and consideration to a fundamental problem of government, that of law enforcement and that of National Defense.

Looking back through the pages of history we learn that it has not always been thus. It was the longest tooth, it was the sharpest claw, it was the most stubborn powers of resistance and comeback that were the important and the dominating factors. Today, we have reached the time when the leaders of every party and of every loyal factor in our American nation are convinced that the time has come when we must lengthen our feet and when we must sharpen our claws in order to show that though peace loving we are not weak in our determination and in our character, in order to prepare ourselves to avoid, if humanly possible, armed conflict, in order to prepare ourselves so that we will not be called sabre rattling back into the clattering sovereignty of the Congo. And well we might look for these problems, for when we examine world conditions today, described so aptly by Mr. Oursler we find that the a, b, c, d's of world conditions might be expressed by such words as arms and armaments, air raids, agony, bel-

licose belligerents, bomb burstings, battleships. Children find coffins, cemeteries, civilization crumbling, destruction, despair, disease, dust and doom. All these but eruptions on the surface of our body politics showing there the existence of a disease of totalitarianism. The fever of war has truly spread through the nervous system of our nation and the world. But there are obligations upon us as officers and officials and as individuals, and those obligations and duties that we can perform might be likened unto the health springs, vitalizing, tissue building cells which each of us can be in order to restore health to our own national existence and our body politic. What then can we do?

We can teach Americanism, teach the type of Americanism as defined so eloquently by Mr. Oursler, teach that vital basic principle of our American way of life in our schools, our families and in our own activities and daily walks of life. We can be tolerant, be tolerant of foreign business, be tolerant of foreign people with foreign names, but never tolerant for one moment of those foreignisms which have for their purpose the overthrow of our national existence by force and violence. We can practice as health giving, tissue building cells, we can practice our democracy and in so doing we can avoid this hysteria, we can avoid the coming war, consoling ourselves without the existence of any possibility of vigilante group. Maybe there was a need for them in our pioneer days, but law enforcement has today grown up. It has the full stature of manhood, the existence of vigilante groups, is inconsistent with our concepts of democracy. We can practice our democracy further by seeking to woo those neutral portions of our population and those potentially hostile portions of our population to an under-



HUGH H. CLEGG

standing of the kindly principles of our democracy and of our American way of life, and we can certainly avoid any action, any hysteria, any words, any deeds that would push these potentially hostile or neutral groups into a definitely hostile point. We should, in order to strengthen our own bodily resistance, think seriously about our liberty, making certain that unblemished liberty is not unbridled license. We can also think upon and give study and consideration to our educational systems and our religious practices in our community.

For these things are the coordinating binding factors that went into the very foundation of a structure on which our government is based. And we can even more practically, as the health giving cells in our body politic, report promptly to constituted law enforcement authorities any attempt at propaganda that comes to our attention. We can report promptly any intimidation or threats of violence against those who might have friends back home, and they are urged and persuaded here to do some unpatriotic and unAmerican thing, because if they do not their relatives and friends, and loved ones will be persecuted back in some foreign country. Too, we can promptly report to constituted law enforcement authorities, the only people and the only officers having authority under our laws to act, any evidence of espionage and any evidence of sabotage.

Now what is the machinery that goes into motion when you make such re-

ports? First, I would like to describe to you that there exists in Washington today, a coordinating national unity in the handling of these defense problems. During World War I, twenty-one Federal agencies were engaged in investigating espionage and related activities. The totalitarian powers recognized too, that when they unified the Allied forces in 1917 and 1918 there was a turning point in the temporary victory over the Allies. They have profited and gone back to a more ancient maxim,—*Diversa et Vincera*—"Let's Conquer After We Divide," and we have the list of nations that speak eloquently as evidence of the success of that program of a totalitarian dictator.

In our own country we must avoid that, and as a first step, the Commander-in-Chief of our Army and Navy, in September 1939, designated the Federal Bureau of Investigation as a national clearing house and as the coordinating agency to handle all information of this particular type. All law enforcement officers and citizens were urged to report promptly to the nearest representative of the FBI, any information of that type. Why? Because this united weekly conference held in Washington presided over by Mr. Hoover as director of the FBI, attended, too, by other members including the Admiral in charge of naval intelligence, the General in charge of Military intelligence, an Assistant Secretary of State, and an Assistant Secretary of the Treasury, fix the routes, chart the courses, map the policies and exchange information upon which this national coordinated program is today being waged. And beyond that the special agents in charge of the Federal Bureau of Investigation in every section of every state and territorial possession of our nation have met with police executives and there has been set in motion today, the machinery whereby the local, county, state and federal officers are working as one unit, a united front, the first line of defense against this Fifth Column attack Mr. Oursler so eloquently described.

Although in many instances, the actual services of these local officers are not needed, they still have an intense and patriotic interest in making their contribution, and they are there working today and this plan and machinery is oiled, geared and working, and moving smoothly and in operation against the day when the danger and

the situation might become even more acute. Why is it necessary that we have this national coordination?

Just eight days ago an individual was arrested for speeding in a mid-western town. The policeman stopped the speeding car, he brought the driver into the police court, arraigned him before the Magistrate. He entered a plea of guilty, paid a fine of \$30.00, went back to his car, and went on his "merry" way. What that police officer did not know was that in a secret compartment of that car was propaganda favorable to a foreign power. What that police officer did not know was that in a secret pocket of the automobile were blueprints and confidential specifications relating to our national defense projects. What that officer did not know was that there were three special agents of the Federal Bureau of Investigation in two automobiles just to the rear but on either side of this particular individual, trailing him as they did from our eastern coast all the way to the west, watching his contacts, finding out the identities of those his aiders, his abettors, his co-conspirators throughout the nation, finding out what information he was seeking and, more important, making certain that he got what we wanted him to have instead of what he was actually going to get, finding out his method of communicating back to his own central headquarters, and how they in turn would communicate with the national clearing house, and how the national clearing house would communicate in turn, back to the foreign powers, how that foreign power would take its turn and send money by tourists on ships, sometimes American vessels to pay off these foreign spies in our country. In other words, we have found it, in handling espionage, of far greater importance to watch and observe the ever widening circle of conspirators in order to bring them all under our surveillant observation than it is to make a single arrest. If that officer had found that material, if he had been arraigned in the local court, if he had been sentenced to 18 months or 3 years in the penitentiary, he would have gone out of the way, but 3 or 4 or 5 other foreign agents representing the same country would have been sent over to take his place and their identities at least for the time being would be unknown.

But by observing this ever-widening circle, observing their channels

of communication, and more importantly controlling them, a counter-intelligent type of work is being done that calls for a national coordination, because this man was not just a local problem in that town, nor a county problem, nor just a state problem, he was a part of a national expert, he was a part of an international hazard, a chain of conspirators. And that is the sample of the type of activities that we are engaged in. And if he does not have an important place in a national picture and is merely potentially subversive without being active at the time, the case is turned back to the local officer who makes his intelligent investigation and reports the facts to the central clearinghouse, the FBI, it gets to Washington and there that information is scrutinized and an intelligent correlation of that information obtained throughout the nation is thus obtained. And what is being done to stop this Fifth Column activity from the standpoint of prevention?

In law enforcement, prevention is more important after all than protection. And the problem in which you industrialists and manufacturers are particularly interested in, is the protection of your own industrial plants. The Federal Bureau of Investigation at the request of the Secretary of Navy and the Secretary of War will, whenever a contract is awarded to your department by either the War or Navy Departments, and as soon as your plant is certified to the FBI on the list prepared by the War and Navy Departments, send trained special agents of the FBI to your plant and with your permission will offer their services in order to make a survey of your plant. Trained men looking for the hazards that might ordinarily interrupt and interfere with the normal flow of production in your plant.

What, for example, has been some of the findings? There was one instance I recall where a fire escape leading from the fifth floor of a fine building, led down to a court yard adjacent to the building and the court yard was enclosed by a high wall and locked on the outside and making it virtually a fire trap within itself. In another instance, oil soaked metal chips were piled high in a little corner of a yard about 4 feet from an inflammable building which contained all the reserve supply of fuel oil and the oil ran off these chips and collected in little pools, and a cigarette



or match carelessly tossed might have destroyed the entire establishment.

There is still another instance, where a vault in which was stored the confidential blueprints and specifications turned over and trusted to the plant by the War and Navy Departments. The agent asked the management who is this guardian who knows the combination and the only man in your plant having access to that vault. "Why I don't know, I'll ask the superintendent." And the superintendent says "I don't know, I'll inquire of the foreman". And the foreman says "I don't know, he just came on duty yesterday". And the personnel officer said "we had a vacancy, I had to fill the job, we hired him yesterday, I don't know".

And in another instance in vaults of that type—they were proud of the vaults: they were—concrete reinforced steel behind locked doors, but in order to avoid inconvenience either in remembering the combination or going back to some secure place and finding it, the combination was written on the door of the vault. And in still another instance regarding these confidential Navy Department documents. While the survey was going on, the guard at the door went insane and had to be committed to an insane institution, but an investigation made, all too late, showed that two months ago he had just been released from an insane institution. And in still another instance about the vault, the president of the plant, taking pride in the vault that he had constructed back in his corner of the building, made a personal tour of inspection with the special agent. "Here is something we are really proud of, we recognize our responsibility", he said, "for safeguarding the secret items of our National Defense, so here is the vault, built at the cost of hundreds of dollars—steel doors, chilled steel, time locked, concrete reinforced on the top, the front and on two of the sides." But before the survey was over the special agent went back into the alley behind the building, and found that all he had to do to get in the vault was to kick out an open window that made up about one-third of the entire back end of the vault. These little careless items that probably are caused because you live too close to them were observed by men trained who look for that sort of hazard. And so we offer those services only in those instances, however, where the Army and Navy De-

partments list your plant on a priority list and we make the survey in the secret suggested by them, for we do need that guidance, but we gladly render that service. The rest of you who do not yet have government defense contracts, who perhaps do not have your plant listed on a priority list at present, if we can be of service to you, it's this way.

Based upon our studies in England, in Canada, in the United States during World War I, based upon our experience of over a year of making surveys of this sort, we have compiled a confidential book, and you as president or manager of your plant, can communicate with Mr. Hoover in Washington, he will be glad to make it available to you, if you will pass on your name and your qualifications to receive this confidential booklet. One copy for each individual plant which you can use, or turn over to your subordinate who has the greatest need for this particular type of information. We gladly make that available.

Now what are the resources, which law enforcement, now grown to maturity might have for combatting this Fifth Column activity today. You are aware, of course, of the finger print identification division, with its present collection of more than 14,200,000 sets of finger print cards. Ten finger prints on each card, 142,000,000 individual finger prints, no two of which have ever been found alike unless made of the same finger of the same hand, of the same individual. They are coming in at the rate today of approximately 13,000 new finger print cases. An important factor is that of those received from police, more than 60% are identified as the finger prints of some person who already has a criminal record in those parts. A bank was robbed in your city, the police arrest a suspicious appearing person, he gives a fictitious address, a fake name, he will represent that he has never been involved in the vindication of crime in all of his life, they take his finger prints, they are forwarded to the FBI in Washington, and there in less than 5 minutes, among those 14,200,000 finger print cards already on file, they can tell you if he has had a previous record. An actual case! They found that he had been arrested, convicted and sentenced six times before on bank robbery charges. He escaped from the Arizona State Peni-

tentiary two years ago where he was serving a ten years' sentence.

With that information available, your police problems may leave you, your prosecutor can use the information on cross examination in many instances. The judge can more intelligently impose a sentence in keeping with the character of the individual before the court. After he has served this sentence, perhaps 25 years, he can then be sent back to Arizona to complete the sentence from which he had escaped down there. That sort of thing, remember, is happening in more than 50% of the police cases that we are receiving in Washington every single day.

Against the day when such an emergency as the one present confronting us might arise, in 1935 Mr. Hoover extended the trained facilities of the FBI to the local, county and state police. One selected man can come from each organization, take a course of training, be taught scientific, modern law enforcement and crime protection methods, return to his own department to teach the remaining members of his force. Five hundred fifteen graduates since that time representing almost the same number of departments are today teaching more than 87,000 police officers throughout the nation in the modern way of law enforcement. We have graduating exercises, and just recently in Washington, on October 5, we had the completion of a regular graduating class with its exercises, and also the return of 362 of the 515 alumni, returning for a week's re-training in National Defense investigation. There at that meeting we had as a principal speaker a most distinguished gentleman, he is the principal speaker on your program this afternoon, Mr. Fulton Oursler.

Mr. Hoover in introducing Mr. Oursler, and I would like to give to you what Mr. Hoover said of him, and neither of the gentlemen incidentally are running for public office, but it is a sincere expression I feel sure on the part of each of them. He stated that it was a return engagement for Mr. Oursler, the only man who had been called back for a second principal address before these graduating exercises, of the many distinguished men who had been there. There he talked to those men on the first occasion on the subject of the relationship between the press and law enforcement. So placid was his dic-

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# Connecticut's Contribution to National Defense

An Address by His Excellency, **RAYMOND E. BALDWIN**  
(Un-edited copy)

**W**E ARE HERE tonight on the eve of a momentous occasion—perhaps a turning point in our country's social and economic as well as political history. I am here to address you as the Governor of your State, and not as a political candidate, but it is hopeless at this time to avoid reference to the many problems that confront all of us here in Connecticut and throughout the nation.

"Politics" has become a generic term embracing not only political parties and their candidates, but the whole field of human relationships and national and international relationships. It is impossible here in this land of ours today to discuss philosophy, sociology, religion or economics without giving some color of political debate to one's argument.

Here in Connecticut, over the past 22 months, we have endeavored to put into effect a policy in our State administration that we have called, and that has become widely known as "friendly government". It is perhaps significant that this has become an issue in the present political campaign, although in what we have been trying to do in cooperating with the manufacturers, the industrialists, the business people and the working people in our State we have never allowed ourselves to be motivated in any of our activities by political considerations. We have sought to encourage business and private industry here in Connecticut, and it has made no difference to us whether that business, that private industry, is run by Democrats, by Republicans, or Socialists or Independents. We have sought jobs for the unemployed of our State, we have taken them into our job training schools, and we have succeeded in placing many of them in good jobs in private industry, without a thought of their political affiliations and without consideration of how they may vote.

It was as great a surprise to us as perhaps it was to you to find upon the adjournment of our 1939 General Assembly that this legislative session broke all records in friendship to labor, in passing legislation in the interests of

organized labor. We had not set ourselves to break any records—we had simply believed sincerely in the principles of "friendly government"—government friendly to business, private industry, and to labor, and fair to each—and what fairly could be expected of us we had done.

I might remind you gentlemen here tonight that back there almost two years ago, for a public officeholder to announce openly and even militantly that he was friendly to business and private industry was tantamount in general public opinion to his taking his political life in both hands, and for us to have announced that, and then to have it turn out that this "friendly government" was the friendliest to labor in the history of the State was indeed ironical and a sufficient comment upon the activities of those stirrers-up of class hatred who insist that the interests of labor and of management are forever separated.

I am here tonight as Governor of Connecticut to thank you, the Manufacturers of the State, for the cooperation, regardless of political considerations, that you have given your State government these past 22 months in its efforts to serve all of the people, and to make Connecticut a better, happier place to live in.

Our job training program, for example, never could have been launched successfully without the cooperation of those manufacturers who provided for the first experiment men straight from their factory floors to act as instructors, and who sat down together with us with sincere enthusiasm to work out a practical curriculum that would meet the practical needs of employment. This public-spirited cooperation on their part has had results all out of proportion to the apparent effort. Job training has become an outstanding contribution by Connecticut to the National Defense program. It has been taken over as the basis for similar nation-wide training under the defense authorities. What started out as a sincere public-spirited effort upon the part of our Connecticut manufacturers to cooperate with



**GOVERNOR BALDWIN**

"friendly government" in finding jobs for the unemployed here in our State has developed into a great patriotic effort that has pointed the way to a solution of one of our country's vital national defense problems.

I should like to thank you all, too, for your cooperation here in our State in setting an example to the nation in good labor relations. It is our Connecticut tradition that management and labor work hand-in-hand to a common purpose. A part of that tradition is our respect for individual initiative. Where there are skilled craftsmanship, inventive genius and sound management, there can be no class distinction.

We must continue here in our State to regard business and private industry in the light of public service. We have all known for many years that management must represent both the stockholder and the jobholder, for upon the welfare of private business and the continued expansion of production and employment rests the continued welfare not of any single group, but of the entire community. I say that we have known this for many years here in Connecticut, because in many instances our Connecticut towns have grown up around individual industries or groups of industries that have given employment to our Connecticut people, and when these local industries have prospered and the workers in them have received a fair and just share of that prosperity, our towns

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# THE ENEMY WITHOUT

An Address by H. R. KNICKERBOCKER,  
War Correspondent, International News Service, New York



H. R. KNICKERBOCKER

IT is really delightful to be in a room where it can truly be said that it is located in a state which is the "Arsenal of the Nation". I am also happy to be able to bring to you a report, an immediate report, and from the city which is about to earn for itself the title of the greatest city in history,—London. A report that the British are holding out and will continue to hold out as long as they receive from us the assistance they deserve, and which we owe to our own national interest.

I don't know any better way to illustrate it than to tell you about this little incident when I had the privilege one day of driving down to Chequer with Mr. Winston Churchill. It occurred to me in this connection because Mr. Churchill himself, in some ways, deserves the rank of the world's No. 1 democrat, spelled with a small "d", that this also should be considered the cradle of practical democracy, because it developed the original code, was it not?

As we were driving through the streets of London, Mr. Churchill nudged me as we passed an extra large machine gun in place. Picture to yourself the wilderness today as being a fortified city in every sense of the term. In other words picture armament in an open city, on every street, on every square, at intervals of 100 or 200 yards, and on each bank of the river, machine guns, heavy guns, rifles, armaments. We passed an extra large one when Mr. Churchill nudged me and said, "Do you see that". I said, "Yes sir, it seems that you really meant it when you said you would fight on the streets". He said, "Mean it, Londoners would fight for their lives. They could send a hundred thousand recruits in London, but if they did we would chew them up and spit them out".

That perhaps is the spirit of another man whom I met in Bordeaux on a certain Sunday night. After I with my companion had fled the city of Paris at 3 o'clock in the morning, we went with the government down to Bordeaux. 150,000 refugees were crowded into the city, it was most difficult to find a place to eat, but by good luck I did get into a restaurant which seemed to be considered the best restaurant in France, and I had been sitting there a little while when I received a note from a gentleman at the table two or three tables away, asking me to come to see him. So I went over to the table of Mr. Pierre Laval, who I found out I had known in Paris. I never had been particularly interested or approved of his politics before, but I had known him so little. He was surrounded by 5 or 6 of his men and he asked me my opinion. I was particularly angry enough to say that if France will fight, if France refuses to surrender, even if you have to go to Northern Africa as your place, France will live again, France will not die. The democracies will, in the long run, win this war and France will live, but if France surrenders, if France capitulates, it will be the end of France forever, as a nation. And Mr. President

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*Editor's Note.* Mr. Knickerbocker spoke informally without manuscript. Hence the address was given in a personalized conversational style. It is reproduced here from sound recording device, without editing by Mr. Knickerbocker. Parts deleted are indicated by dots.

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please believe me, because of my seventeen years as a newspaperman in Europe, I spent 9 of them in Germany and I know the Germans better than I know any people on earth, and I know the Nazi Germans better than I know any political party. Mr. President, please believe me that that is what capitulation would mean for France. And all of the men at the table, his friends, nodded their heads in agreement with me, but Mr. Laval sat back, and in that curious, mulish way of his, shook his head and he said, "No Mr. Knickerbocker, Hitler doesn't intend to destroy France, Hitler only wants to destroy the Soviet Union. Three hours later the Government of France capitulated and a week later Pierre Laval became the vice premier of the Government and its actual active head. . . .

The next day after my talk with Mr. Laval I was fortunate enough to obtain accommodations, if such they could be called, on the good old steamship "Maduro" of the British-India line leaving for England by a route unknown. There were some 150,000 other people that would have liked to have gotten on that boat, which was supposed to accommodate 150, but 1,650 got on board. I have been on much more comfortable ships, in fact I never was on one which wasn't more comfortable than this one, but I never was so happy about getting on board in all my life. We slept 1,200 on one deck and you may be sure that when one of us turned over all 1,200 had to turn over at the same time.

Just before we got on board we luckily had our last meal in a little restaurant on the dock side, and as we were eating our lunch we noticed a French waitress, a buxom girl who seemed to be happy as a lark. She served us while singing a little tune under

her breath. I said to old Uncle Ed Anglius, a London correspondent of the New York Herald Tribune, "Look at that, listen to that French girl singing, isn't that cynical, isn't that hard-boiled, here on the day after her country has fallen, on the day when her country ceased to be a nation, she's singing and carrying on as though she didn't care about it, isn't that typical". And then all of a sudden the radio began to go and a voice came out broadcasting news in French, and suddenly this girl paused, trembled all over, put her tray down, and burst out in the most violent weeping that I have ever seen a human being indulge in.

What had happened was that she had just learned at that moment of the fall of France. And that was so typical of that whole course of the battle of France. The French people didn't learn until hours and sometimes days later about the events which were to influence their own destiny, and their children's and their grandchildren, and ours as well. I was depressed as never before by any political event, it could only be compared to the death of a near relative—the fall of France. It is just as bad to see the fall of a nation—in many ways it is worse to see the death of a nation as to see the death of an individual. But it wasn't because of any sentimental attachment to France or to the French people, it was because of my realization that when the French capitulated at Bordeaux we Americans lost the services of 4,500,000 French soldiers. And I knew how hard that would be to replace.

Well, if we thought we had been depressed before we had something coming to us when we got to England because we learned, for the first time, something we hadn't known even though we were for so long a time in connection with it. My friend Ed Anglius had been correspondent with the British Expeditionary Force, I had been with the French Army, but we didn't know what we learned in England, namely, of the heroic evacuation of Dunkirk by the British Expeditionary Force which possessed about 85% of all the vessels belonging to the whole British Army. The British had been forced to leave in Flanders every weapon, not only their heavy weapons, not only their tanks and their artillery and not only their machine guns, but even their rifles. England literally was naked of defense

thereafter for a period of about six weeks. And during that period of six weeks, all of us who knew anything at all (that is to say, the government officers, all those members in the higher ranks of the armed services) knew that England was chained, that if Hitler could and would try an invasion then England was done. There was only one exception to that belief and that was Winston Churchill. Nevertheless, his view was simply think. The actual fact was that if Hitler had been able to turn around and attack England during the six weeks beginning with the 17th of June and ending in August, he could have been successful, because not only was the Army disarmed, but the Royal Air Force was still so disorganized that it couldn't have operated as effectively as it did afterwards.

Now, then, there is the question, why didn't Hitler attack? We won't know until the archives of the Germans are open, as I hope they will be some day, but the fact of the matter is, the explanation which fits best of all is, that Hitler himself was just as surprised at the collapse of France as anybody in the world. He had no more idea that France was going to collapse that way, that it was going to be so sudden, swift, catastrophic as a bottle, no more than any Frenchmen or any Englishmen or any American. I have yet to meet a man, and we have some pretty ambitious prognosticators, but I have never met one who has claimed that he knew that France was going to fall as swiftly as she did. So Hitler was in the position of a person, of a man who was pushing on a heavily bolted door and trying to break it down, and he's pushing as hard as he can and he thinks he is going to have to push harder and push a long time, and suddenly the door swings wide open and he falls forward on his face. That's what happened to the German Armies in France. And so it took a full six weeks for Hitler to reorganize, turn his armies around, establish invasion bases on the coast and bring up his airplane materials. It takes time to establish airports and begin an attack, which began the first part of August, with its first mass air raid.

The air raids on England, the air blitzkrieg has two purposes. The first was to attempt by battling, imposing and truly torturing the British people to make the British themselves demand from their government a negotiated peace—or a surrender. That of course

failed, and in my opinion will fail if we do our share. And the second purpose was to reduce the Royal Air Force. Until the German Air Force had complete superiority over the soil of England, an invasion of England was impracticable because the Royal Air Force can, added to the Royal Navy, make the landing extremely difficult. . . . So before the invasion is attempted, the actual putting forth of ships to land on the British shore, the Royal Air Force has to be reduced, and here is where the part that Connecticut plays and America plays becomes so terrifically important because it's our help to the Royal Air Force that can keep the Royal Air Force in the position it has now. . . .

In the 6 weeks that elapsed from the time of the breakdown of France to the time that Hitler began his blitzkrieg, the British people performed miracles because for the first time in a hundred years, the British were 1st, scared; 2nd, angry; 3rd, made to go to work. They were told, in the course of three months that they were the laziest people on earth, that like many lazy individuals, when they do go to work can turn out more production than normally steadier, industrious persons. That's what the British have done. It's impossible chronologically, but actually psychologically, it's true that the British today are working 36 hours a day, every man, woman and child. They got their first reinforcement of arms from us, we were able to send them a certain number of rifles, a certain number of cannons, a certain number of machine guns and tommy guns, but then when they realized that it was a matter of life and death, literally national life and death, they went to work themselves with such fury that, for example, in aircraft production they tripled their production in about two months. It is simply marvelous what they have been able to do. But when the air blitzkrieg began, they thought they had been prepared for everything, but I don't think anybody realized that they were going to have something happen that surpassed all the dreams of these newspaper artists who used to paint pictures in cities on the bombardment. . . .

On the first night of the raids, we all thought, I thought, it was just going to be another one of those smashing, grab, hit and run raids they had been staging every day, amounting to not very much but presently they came with 400 bombers at one time,



and I made a mistake that night. I estimated that the casualties could only be about 50 dead, but there were 450 dead and around 1,500 injured that first night. It was the night they attacked the docks which was the military objective, but the unfortunate thing was that alongside the docks dwelt the working classes who work at the docks, so that there was an inevitable great loss of life. About midnight that night I went up onto the tower of the Ministry of Information Building and though we were at least 8 miles from the fire, it was possible for me to read a newspaper by the light of the fire. The fire extended from one end of the horizon to the other and halfway up the sky. It was the biggest fire I have ever seen in my life, outside of the burning of the Chinese city of Shanghai.

But it's difficult to give you an idea of what it means to live in London or in England, because every city in England is getting just the same. Under the bombardment, in the ordinary terms, you read in your newspapers every day the descriptions that we have been trying to send you, but it's somewhat impersonalized. In fact you might get a better idea of what it means if I told you how an American correspondent goes through a day and a night in London. I lived at the Savoy Hotel and had a room adjoining Uncle Ed Anglius, and found the Savoy very conveniently located near to our offices in Flint Street but not very advantageously located in respect to security because it is right next to Waterloo Bridge. And although the Germans do very little aimed bombing any more, when they do any at all, they tried to hit the bridge, so the old Savoy used to get it pretty regularly. One night we had all of the windows broken on the embankment side, and with their customary efficiency, the Savoy management had all the glass back in within 48 hours, and that very night, Wham, all the glass went out again.

The population of the hotel, that is to say the guests, were supposed to sleep in the shelter, but Uncle Ed and I said "No, we wouldn't do that, we were too tough". We had enough sense to realize that there was a lot to that wisecrack courage in London to the effect that if somebody compiled a new set of famous last words, the last words used most frequently by the greatest number of people would be, "Oh, let's not go to a shelter".

Whether we slept in a shelter or not, we were compelled to eat in one. The Savoy turned its basement into a shelter by reinforcing the roof with steel beams, and that was all right, but you couldn't get food anywhere else in the hotel. They had taken the restaurant and put it down there, and the grill room and everything else. That was all right, but they also had made it into a night club, and I've got nothing against night clubs in principle or in practice, but when you want to get just a quiet dish of ham and eggs, and a glass of milk, it's a little tiresome to have to do it every night to the tune of "Roll Out the Barrel" and very tiresome indeed to do it to the same witticisms of the same comedians who have been making the same wisecracks for the last 6 weeks.

They run night clubs in London today, not because they are in any sense revelous, but because when the boys come back on leave from the Air Force, the Army and the Navy, they have got to have some way to amuse themselves in that black-out city of London, so we felt it wasn't too great a war hardship to eat our evening meal in the shelter and then go upstairs and try to get a little well earned rest. So you lie down and you try to go to sleep, and if you're lucky you do go to sleep, but it's literally true that during the night, almost every building in London will be shaken so that a person sleeping on a bed will himself be shaken with various degrees of strength but usually strong enough to wake you up. It's extraordinary how far the blasts of these bombs go and how they can shake great buildings, so you all wake up no matter how good a sleeper you are, and then you turn over, and you curse and you say "Oh, I've only got one life to lose, and a coward dies a thousand deaths and a brave man only one". Then you begin to count sheep or bombs if you like, and you almost go to sleep. Then all of a sudden you hear that most terrifying of all noises. Artillery shells travel faster than sound and when you hear an artillery shell scream it has already passed you and you are safe, but bombs are just the other way around. A bomb travels very slowly, and may be seen coming out of the belly of the plane, and turning over, over and over until it finally straightens out and comes down. There are always some slow enough for you to follow with your eyes all the way to the ground, with the scream preceding them by yards and yards. And so when you hear

that scream, you know two things, first of all, that if you can hear it at all, it may be coming for you, and secondly, that the bomb is just behind the scream.

Well, it's not a thing that makes for sound slumber. But that goes away because these fellows have emptied their bomb racks and then you say, "Now I'm going to get some sleep," it's almost as quiet as out in the country now, as a matter of fact there's several batteries of anti-aircraft going off over here not far away, but that's a lullaby, that's a friendly sound. Then way off in the distance is a constant "a-grump, a-grump, a-grump" of bombers, but they're not your bombers, they don't concern you, and so you think you are going to get some sleep, and you lie back on your pillow, and then all of a sudden you discern that sound away up there, it may be 20,000 or 25,000 feet. It goes like this "hum, hum, hum, hum, hum", and that pulsating sound is the only principal identification of German bombers.

Now I thought for a long time in France, I was naïve enough to think that this was because the Germans built their motors in a peculiar way. It wasn't until I visited the Royal Air Force, that I learned what probably all of you know, namely, that all bombers flying over enemy territory de-synchronize their motors so that they shall make this pulsating sound, and that throws out of gear the auditory focusing apparatus of the anti-aircraft. Well, that furnishes the information which I hope none of us will have to use soon. But it also doesn't promote sleep. However, sooner or later you do go to sleep and forget a certain amount of it.

And when we were working on this particular job in London, we got our newspapers in the morning and called the Ministry of Information and asked for lists of places that were hit. They gave us a list, a complete, accurate, authentic list of everything that had been hit, but we couldn't ordinarily name any place until after three days had elapsed in order not to give the information to the enemy. This information would be useful if they knew that on a particular night they had struck a particular target. You read the statistics as of the month of September when it says that 6,954 Britons were killed in the month of September and 10,650 seriously injured, but what does that mean to you,

or to me? Just vital statistics, very dull, nothing very human about them, but if you go with me on one of my trips, on any one of them, you feel differently about it. In the first place, having made the same miles, that is to say going as much as I could to the principal places of damage from the beginning of the air raids until the 1st of October, I never got over the feeling of being horrified every morning, because you can't go now for a distance of more than three blocks in that whole vast 500 miles square metropolitan area of London without meeting damage all the way from one house knocked down to 5 or 6 city blocks utterly gutted.

You can't go in any part of the city that you knew well, that you don't find damage done to places familiar to you, all over the west end, all through Mayfair, you go down to streets where you used to shop, go down old Bond Street, new Bond Street, Burlington Arcade, find the places where you used to buy your clothes, buy your shirts, buy this, that and the other thing, smashed. Then you go down Oxford Street, Regent Street and Piccadilly, and in that section, it's almost true that there isn't a single city block that hasn't been hit. But, of course, that sort of damage is nothing like what you see when you go down to the east end because the destruction of a store, of a shop, no matter how interesting a shop it is and how fond you are of it, means nothing at all compared to the destruction of the homes of small people who do the work of London. There in the east end, block, after block, after block, of these two story workers' houses, flattened. And of course, the loss of a home that has cost \$1,500 is a whole lot more important to the owners of that home than the loss of a home that cost \$150,000. It may interest you to know, if you don't know it already, that there is no more private insurance in England during the war, no private insurance company could possibly stand the war risks, but the government has promised to try to compensate as much as to the full extent of its financial ability after the war for destruction of property and for people whose houses cost less than \$2,000 (£400, now \$1,600) the government hopes to be able to compensate them immediately.

Well, I told you that England was angry and that the British were angry for the first time in a hundred years.

This may give you some idea of why they are angry. This is not at all an exception, it's just absolutely typical day around. You call up the Ministry of Information, he gives you a list of the places and among them you find a hospital. You go up to the hospital and you find the dead and that a 250 lb. bomb has gone through two wards of the women's department of this hospital. I asked the manager of the hospital as we stood beside the crater where men were still digging in the rubble, how many were killed. 23 women he said, we have gotten out 21 bodies. I said I suppose the other two are still in there, pointing to the rubble. Oh no, not at all necessarily so said he, they may have been blown into such small bits that we may not be able to find them. So I walked away over to the mortuary, which is some 220 yards away from the scene of the bomb explosion and there I met the mortuary attendant, a very sober man, a very tired man. He had been working about ten hours, and he had more than one reason for being sorrowful. He said "Yes, I'd be delighted to show you the victims of this raid, so that you can tell your folks at home how Hitler makes war on the women". He said, "In the first place you see here in front of the door that dark spot. When the explosion took place I ran out and stumbled over a whole human leg which had been through the whole distance from that hospital over 200 yards away—which will give you some idea of the force of the explosion".

He was a worried man because this was the first time in his life he hadn't been able to be sure that he was going to be able to send to their graves the persons committed to his care, with their rightful bodies. He said, "Now you see this woman, from the waist up of course, you see that she is all right, but since she has been cut squarely in two, I can't be sure that I have fitted the proper torso to her. Now what do you think". And I was as sober as he was sober; there was no trace of facetiousness in his question and I tried to help him out by saying that he had done a good job, and we passed on to the next one and he asked several such questions, but finally he said, "Now here's one that makes me mad, and he turned one young woman over whose body had in it two bullet holes in the back. He said, "You see this girl, she was machine gunned ten days ago by a German flyer here on the streets just a little way from this hospital. She

was brought to the hospital and we thought she was going to get well, but the Germans came back for her a second time last night, and this time they got her". I said, "Yes, but will you explain one thing to me, why is it that they have all died with their hands in the air, with their hands over their heads, I never saw that before." And he said, "No nor did I, the only explanation I have for it is that they heard the scream of the bombs and they lifted the bed clothes over their faces just before they died." This may give you some idea of why the British are angry, but of course not all of the bombing of London has that grim aspect, there's the heroic aspect, too.

I went one day to St. Paul's Cathedral to see a time bomb which had just landed in front of it. These time bombs do more to dislocate the life of London than even those high explosive and incendiary bombs which go off and this is because most of the time bombs are large, they usually are around 500 pounds. Some of them go up to the big ones they are now using, called land mines which they drop by parachutes, and which weigh 2,000 pounds. One of them landed in a district next to the river and knocked down 12 city blocks, this 2,000 pounds. But this one in front of St. Paul's and one of the most disagreeable things about it is that when even a 500 pounder lands, the police have to rope off a district of at least 2 city blocks in every direction, which means that each one of those bombs paralyzes the life of an area of 8 to 12 city blocks until the bomb either detonates or the Royal Engineers come in and take it out. Now this was my first contact with the Royal Engineers.

It is a little difficult to apportion praise to a population of which every man, woman and child literally is at the front and behaving like tried troops, but certainly the bomb removal squad of the Royal Engineers deserve a great deal of our praise. Here I looked at this crater in front of St. Paul's and was astonished to see that fire was coming out of it, the bomb had broken a gas main, and the gas had caught fire somehow. As I stood there foolishly, not more than a few yards away from this thing, along came a young soldier of the Royal Engineers and saluted and said, "Sir, I wouldn't stand here any longer, sir, we don't know when that bomb will explode, sir." I said, "Very well, we'll move off to-

gether." We moved away and I said, "How did the fire come to be alight? Did the friction of the bomb set fire to the gas?" "Oh no sir," said he, "it was ignited by a spark from my pick, sir, as I was digging away, sir." I said, "Goodness gracious me, you mean to say you go right in there and dig for those things." "Oh yes, sir, I have dug up plenty sir, would you like to see one sir?" I said I certainly would. So we went over to an Army truck and there was lying a perfect monster of a fellow, at least a 500 pounder, and I said, "Well I hope it's safe." And he said, "I think so sir, I think the lieutenant has taken the fuse out, sir, but I'm not sure, sir." So I moved away from there too.

But though the Royal Engineers must deserve enormous credit, the greatest credit still has to go to the Royal Air Force. Their feats have been almost incredible, and I want to report to you my own conviction that the statistics put out by the British Air Ministry which show frequently that the Royal Air Force shoots down three Germans to one of their lost, are as nearly accurate as a human being can make them. . . . And this I didn't really believe myself until several weeks of the air bombardment had gone on and until I had seen a score of air battles myself and until I had visited a half dozen Royal air force stations. And after that experience, I can give it to you as my sincere opinion the fact that those Air Ministry statistics are as accurate as anyone can make them.

Now of course, it is very difficult to be accurate about an air battle, especially one which takes place over the sea. They fight usually very high indeed, so high they look like little silver maple leaves, and it is difficult, and the best you can do mostly is to distinguish the Germans from the British because the Germans are coming in flying in formation and then you see the British cutting in. Say there are a hundred Germans up there, and you see the British cutting in with about 25 or 30 Spitfires and Hurricanes and you see the bomber formations breaking up and presently it all goes off into successions of dog fights, which are as difficult to watch as if you were watching a forty ring circus.

I think the boys in the Royal Air Force deserve this also to be said about them. You ought to know the type of boys that are doing this work. You know it is a curious thing for me to

report as an American who is a passionate believer not only in our political democracy but in our social democracy, the democracy of our social structure. We all have often criticized the British social structure for being aristocratic and being a class system, and still there are the upper classes in Britain who do lead a pretty soft life in peace times, but their job is in war times to fight, and believe me they are performing that duty. At least 80% of the Royal Air Force pilots, are what they call in England, public school boys, and an equivalent percentage of the officers of the Army and Navy come from the British upper classes.

Now here is a typical example. Take this little friend of mine, Max Atkins, who is the son of Lord Beaverbrook. Lord Beaverbrook, as you know, is the owner of the London Daily Express and the Evening Standard, and now Minister of Aircraft Production and the possessor of a fortune of at least forty or fifty million dollars. Now it is very difficult for a young man to work very hard when his father has forty or fifty million dollars and Max is no exception to that rule. He was in peace times a sportsman, and not very much else, but when the war came he joined the Royal Air Force, he got a Hurricane and he knocked down twelve German planes and he got the distinguished flying cross. Well, I visited Max at his station, and this is also illustrative of the way the Royal Air Force carries to an extra degree of exaggeration, the British tendency to understatement, their stand for modesty.

In the Royal Air Force it is impossible for a man to talk about himself, for anyone to learn about a particular person's achievements from himself you've got to learn about them from his friends. Max said, "Well, Nick, what are you doing here at this fighter's station, why this is just a bunch of sissies, we don't do any real work." I said, "So you're sissies are you, well who are tough ones?" He said, "the bombers, of course, I'm going to try to get into the bombers if I can." I said what do you mean by that Max. "Well," he said, "look what we do, we just sit here and have a good time, talk and play cards, until the time comes for us to scramble and then with fifteen seconds notice we're in our machines and we all go off together, all friends together, in a squadron of twelve of us and when we get up there we tangle with the

Germans and it's all over in 30 or 40 minutes, and then we come back and don't have anything else to do, no worries of any kind." "Now," he said, "the bombers, those poor boys get twenty-four hours notice before they have to fly over, and they have to fly over the German blackout, with nothing to guide them except the sheen on the river, and they have to fly five to six hours in one direction, and then afterwards five to six hours back. They have to find their objective by flares, they have to go up against the anti-aircraft and its a terrible strain on the nerves to sit there and pilot that ship in the blackness with nothing to guide them, four, eight to ten or eleven hours." "But," he said, "I'm going into the bombers." Well as a matter of fact his father with his terrific influence was unable to make the Air Ministry take his son off active duty and put him in the Air Ministry, because his father liked his son so much he couldn't really work properly as long as Max was in the air.

I saw Max just the day before I left London and he was standing on Old Bond Street in front of the ruins of a popular haberdashery, I went up to him and said, "Well Max, are you going into the bombers?" "Yes," he said, "I certainly am." I said, "I bet you won't, I bet the old man won't let you." "Well," he said, "I bet you I've already got the assignment and I'm leaving for the bombing station tomorrow". So Max got his wish to be one of the really tough guys. I don't know but what he's right about it. The job of being a bomber is really a little bit worse than the job of being a fighter if there is any choice to be made. I know a night I spent at a Wellington Command was one of the most interesting in my whole stay in England.

I'd like to tell you what Mr. Churchill said about the Royal Air Force. The British are singularly fortunate in having a man who can not only fight a war at the moment of greatest danger that his country has ever gone through, but who is the greatest master of the English language we have had at the head of the state ever in history. You remember that phrase he used about the Royal Air Force. I was in the House of Commons when he delivered this speech. I think of all the epigrams he has ever coined, this is the best. In reference to the Royal Air Force, he said—"Never in the course of human conflict have so many owed so much to so few".



Now think that over. So many, how many. Well, every human thing, man, woman and child in the world not yet under the yoke of the Axis power and that includes everybody in the British Empire, and everybody in North and South America, everybody in this room. What is this we owe? We owe first our liberty and nobody in many countries I've lived in can understand what liberty means because they have lived where it doesn't exist. I happened to have had to live most of my seventeen years in Europe, in Germany and in Russia and Italy. Of course, today there isn't any liberty left on the continent of Europe except in those little fragments of states where is still allowed a semblance of independence as in Switzerland and Sweden.

There are peoples in every country who believe, fortunately they are always in the minority, that it's best to live on your needs and die on your feet and who don't prize liberty enough to fight for it. But even that sort of person isn't going to save his life by giving in to the aggressor today, because on the continent of Europe, in those countries which succumb with little or no attempt at defense to Hitler's armies, there are going to die millions of people, not so many this winter, but by the winter after this winter, they are going to die, millions and millions in Europe by famine and by plague.

And to whom do we owe these things? We owe them in the first line to the Royal Air Force. How many are there? Oh, very few. Nobody knows the exact figures, it's military information, but I'd say there's certainly under 10,000 boys, boys literally boys. You know they won't let an old man of twenty-six run a Hurricane or a Spitfire. Hurricanes and Spitfires are run by boys of twenty-five and under. When you are flying an airplane at the rate of four hundred miles an hour and against an enemy who is flying at the same rate, so that you crash each other at 800 miles an hour, your reactions have to be pretty fast and they consider that a man of twenty-six is too old to do that. So here is a little group of 10,000 boys, what are they doing? They are protecting the British Isles from invasion. What would happen if the British Isles were invaded?

If the British Isles were successfully invaded, it would mean, I am convinced, that the British Navy would

either be put at the disposal of the Germans or be scuttled, and even if it were scuttled it would mean that the Germans, plus the Italians, plus the French Navy would have a Navy in the Atlantic strong enough to support an invading force against this country. Now this is the sort of thing that I couldn't even speak of to my British friends, no matter how literally, they would all reject it, they would say never would the British Navy surrender. But the hostage system has never yet failed to work. The hostage system invented first by savages, and then brought into modern life by the Bolsheviks in Russia and now streamlined by the German Gestapo. That system which holds your wife, your children, your family—hostage for your behavior. If the Gestapo holds the population of the British Isles, which would include the families of the crews and officers of the Royal Navy, I think the best we could expect would be that the British would scuttle their Navy. If the British scuttled their Navy and the control of the Atlantic passed into the hands of the Germans, and the Japanese responded to their recently made alliance with the Germans by an attack upon us in the Pacific, what then could protect us against the actual, physical possibility of invasion for the next two years at any rate, until we ourselves have made ourselves strong enough to protect ourselves alone, but in the meantime upon whom are we dependent. If you think that thought back, you'll find in the long run, we are at this moment dependent, first of all upon the Royal Air Force, so that the contribution of a state like Connecticut to the armament of Great Britain is at this moment of the most vital, national importance to the United States of America itself.

However, no matter how much the Royal Air Force possesses of heroism and bravery, they can't protect themselves or their nation in the dark. It is always possible to murder in the dark. As I saw for myself one day when I went out to the east end and visited a school, and this school had contained 400 men, women and children who had been put there to wait until they could find new homes. Their own homes had been blasted out from under them, most of them had lived on Mile End Road. And along about midnight one night a German bomber swept through the Royal Air Force defense and dropped a 1,000 pound aerial torpedo on this schoolhouse, and

killed 399 of the men, women and children within. I got there in the morning when they were digging out the victims. I walked around on the rubble and my foot struck a child's primer, and I looked down at it and it was so amazingly apropos to the situation in which I found myself that I tore off the first page and brought it here to read to you. This is the way it reads. It says—"Look Around You—Chapter I—Strange Houses—(and then there's a picture of a man in a skin before a cave, and the text reads like this, written for children of 8, 9 or 10 years old).

"Many, many years ago men lived in caves.

A cave is a big hole in a rock.

A cave had no window.

It had no chimney.

There was no door to keep out the cold.

Often the cave was filled with smoke from the fire.

Would you like to live in a cave?

Men found caves very uncomfortable.

They learned to build houses.

In some lands they used wood.

In some countries they used stone.

What is your house made of?

Tell what your house is like."

And then I looked around and as far as the eye could see, there was only rubbish because this was one of the most heavily damaged areas of London. For blocks in every direction there was not so much as a fragment of a wall standing and the only habitable building was the air raid cave. All the population left here was living now, for the first time in 2,000 years in caves, and this I reflected was the accomplishment of the perverted genius of Adolph Hitler. He is rapidly forcing a whole generation back, literally, to life in caves, the stone age, I thought to myself, then, if the British can't stop him, we, Americans, shall speedily join the host of other neutrals brought down by their refusal to face the bitter facts. Britain, today, is our first line of defense and for perhaps two years it will be almost our only line of defense. We fall if Britain falls, and whoever today would delay or limit every aid to Britain of every kind, and short of nothing, is effectively obstructing the defense of the United States of America in this moment of the greatest peril we have ever known since we became a nation.

Thank you.

# The Case for the Defense Without

An Address by JAMES LYNNAH of the Production Division of The National Defense Advisory Commission

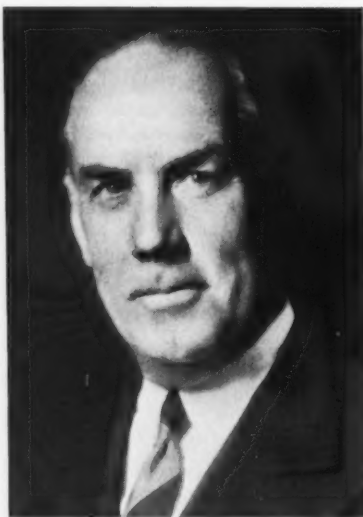
MAY I identify my place on the National Defense Advisory Commission by letting you know that I am Assistant to Mr. E. F. Johnson, the Director of the Light Ordnance and Explosives Section of Mr. Knudsen's Production Division.

The Congress, as you know, has passed appropriations for a so-called two ocean Navy. This National Defense Program provides for 201 new fighting ships and auxiliary craft, the required complement of airplanes, an Army of 2,000,000 men of all arms of the service, and an air force of 25,000 planes.

The task of preparing for such a mobilization of fighting power in the shortest possible time is stupendous. Army and Navy have long studied the ways and means of meeting such a demand, and our country may well be thankful that in both of these Departments of the government, we have so many brilliant officers and civilian aides to originate, plan, direct, and prosecute a program of such magnitude.

The Advisory Commission to the Council of National Defense has cooperated with Army and Navy in the placing of contracts and in coordinating the requirements of these Departments with the normal needs of the national economy.

There have been cleared through the National Defense Advisory Commission up to October 28, 1940, contracts totaling 9,200,000,000 dollars. Such clearances give Army and Navy authority to negotiate the contracts. The aggregate of contracts cleared for Army is 3,700,000,000 dollars, and for Navy 5,500,000,000 dollars. Under the contracts executed by Army commitments have been made for construction of Air Fields, airplane factories, production of planes, erection of powder and explosives plants, and the manufacture of those products, ammunition and loading plants, big guns, light ordnance, tanks, automotive equipment, and numberless items of material, equipment, and supplies, and for the cantonments for housing, feeding, recrea-



tion, and hospitalization of troops.

Navy likewise has contracted for large numbers of fighting craft and auxiliaries, bases, dock yards, planes, guns,—in fact everything required for completion of the approved program.

Through the calling of the National Guard, voluntary enlistments in the regular Army, and conscription, the full required quota of man power is assured for mobilization as fast as facilities for housing, feeding, clothing, training, are completed.

The foregoing, in brief outline, may be only considered as phase I of a stupendous undertaking.

We are now confronted with the most difficult and necessarily the time consuming part of the program. While industry has enthusiastically mobilized all of its resources in characteristic American fashion to do a big job in a big way, the multiplicity of items, the special designs, the quantities required, add up to a load on the machine tool industry and production capacities generally, that calls for the most exhaustive planning. As manufacturers, you must know very concisely what is expected of you. Specification making is not a very spectacular activity, but just try to buy

anything, build anything, manufacture anything, intelligently, without comprehensive specifications and see where you are.

There are at present over 30 major branches of government and a large number of field purchasing agencies buying for government accounts. There are sixty-eight or more branches of government that issue standards and specifications.

Federal specifications are prepared and formulated by a Federal Specifications Executive Committee (a body created by the Director of Procurement Division of Treasury Department) and approved by the Director of Procurement. All branches of government making purchases are required to use federal specifications where applicable.

Contact with the various departments and establishments is now made by Specifications Section of Procurement Division through liaisons appointed by the heads of the departments and establishments.

There are 70 technical committees of the Federal Specifications Executive Committee, widely representative of all branches of government engaged in specification making activities. Furthermore, the Bureau of Standards is represented on 160 technical committees of American Standards Association, 300 technical committees of American Society for Testing Materials, and holds membership of 450 technical committees of technical and trade organizations. Government, therefore, is widely represented in all fields of specification making and establishing of standards.

It is clear that in the interest of government, contractors, manufacturers and suppliers work should be undertaken to cover by Federal specification every item of commercial character (specifically not armament or munitions in character) purchased by any branch of government, not already so covered. Such achievement will prove a boon to industry, as well as to government. It should result in unpredictable savings to government.

Specification writing should give

particular attention to the form as well as the substance of the specification and avoidance of verbosity. Specifications should be as brief, comprehensive, concise, definite, fully descriptive as possible, and easy of interpretation with respect to application as well as to checking and testing for compliance. Coordination of government specifications with those of industry is of first importance.

The task is one of considerable magnitude. The present situation demands that steps be taken to speed up this work. Industry, with knowledge that government has embarked upon the undertaking, will be sympathetic and cooperative. Definite savings to government should be reflected in lower purchase prices and more uniform quality because of quantity purchases of identical items. Plant capacity and facilities will be more adequately utilized. There would be unquestionably less confusion to industry because of issuance of purchase from one source.

There is no debatable reason why specifications prepared for government use may not conform to or be identical with those specifications issued by such well known bodies as American Society for Testing Materials, American Standards Association, Society of Automotive Engineers, Underwriter's Laboratories, and others.

These bodies with wide scientific and trade representation on their technical committees have prepared specifications after exhaustive research and tests. Specifications and standards finally adopted by them become generally used throughout industry. Does it seem reasonable that government departments must find deviations from such standards and specifications covering commercial items necessary? Such deviations inevitably result in higher cost to government because of charges for extras.

Undoubtedly materials of special character or composition will be required at times, but in the preparation of Federal specifications, utmost emphasis should be placed on coordinating them with those of industry. It does seem constructive that the work of Federal specifications preparation be centralized in a permanent branch of government, and that the Procurement Division of the Treasury Department is the logical branch.

Now, let us assume that the necessary essential materials in manufacture are available, that you have a contract or an order with definite

specifications covering the product to be manufactured, so that you know what is wanted, how much is wanted, where it is wanted and that it is wanted in the shortest possible time, and you have the particular tools for processing and the needed craftsmen of required skills to process the materials through to the finished product, how quickly can you do it?

Remember that this is a great national emergency; that staggering sums are being spent for National Defense; that thousands of our young men are leaving home to join the colors in this vast preparedness program; remember that time is the all-important element, and you will realize that in completing what you undertake to do in the shortest possible time, you will have made a real contribution.

Surely every operative in your plants who is a loyal American wants to make his or her own contribution to the success of this urgent cause, and he and she can do so by increasing their daily output of things needed for the Defense Program.

It is important that three-shift operation for five, yes, for six days per week be adopted. It may not be long before three-shift operation for thirty days per month becomes imperative, when necessary to meet demand loads of Defense items.

The load on the machine tool industry is such that operation on the maximum time basis could now be fully justified were the skilled mechanics for such a spread available.

The maximum utilization of productive tools, the maximum possible output of trained productive workers, must be attained. Everything, that can be done to relieve the demands on the machine tool industry must be done. If you can speed up production by farming out parts, components, and sub-assemblies, you should do so, especially if this practice will make available additional capacity in your plants. Employ every device to utilize adaptable idle equipment and trained workers wherever you can find them. Train workers in the required skills as fast as you can.

We must keep in mind always that the strength of any nation rests upon the morale of its people. Good health begets high morale. Good health of our workers must be preserved and safeguarded, no matter how heavy the pressure to speed up production becomes.

Machinery has been set up for the

establishment of priorities. Very likely when these controls are exercised they will be for the orderly allocation of tools and materials so that in the whole scheme the things needed first will get there first. This, naturally, will involve the element of timing for the whole production program.

Things must be brought together where they are to be used together, and at as nearly the same time as masterful scheduling and planning can achieve it. Faithful follow-up in the producing plants, not that of inspection for compliance with specifications, but to hold output at levels to meet delivery schedules, will become of prime importance. In some sections there is again, as in World War I, a drift of boys from the farm to the armed services and industrial plants. We should keep constantly in mind the necessity of ample food-stuffs production. We should utilize to the maximum labor domiciled in the vicinity of plants working on National Defense orders. We should avoid the erection of additional buildings, to be employed on National Defense work, wherever possible, just as definitely as we should employ existing machine tool capacities to the maximum limit.

Mr. Knudsen recently stated in his address before the Army Ordnance Association, "Our reputation for production ability is wholly based on the progress of our tool builders and mechanics. The cradle of all this was in New England." That was a very fine compliment, Gentlemen.

We must all bear in mind that these preparations for defense represent a great national effort. They concern every liberty-loving American. Their success depends upon unified effort.

During the last war, there was hung in every building of my powder plant, in easily readable type, a poster, showing only one verse from Kipling's war-time poems, in recognition of the indomitable courage of the British Army, and recently quoted by General C. M. Wesson, Chief of Ordnance, at the annual meeting of Army Ordnance Association:

"It's not the guns or armament  
Or the money they can pay.  
It's the close cooperation  
That makes them win the day.  
It's not the individual  
Or the army as a whole.  
But the everlastin' teamwork  
Of every bloomin' Soul."

Let us all remember those lines.



# NEWS FORUM

## Acquisition

**WAR IN EUROPE** is largely responsible for Connecticut's new acquisition, Bronzavia, Inc., a company which brings together a group of French aeronautical technicians who were fortunate enough to escape to this country. In Norwalk the company will start operations in a building containing 40,000 square feet of floor space. At first only airplane parts will be turned out, but it is thought that this activity may later lead to the location of a large part of the former French aircraft industry in this country if conditions abroad prevent the reestablishment of the business under French control in France.

★ ★ ★

**THE EASTERN CENTERLESS GRINDING COMPANY** of 626 Capitol Avenue, Hartford, recently purchased the one-story manufacturing building at 470 Tolland Street through the real estate agency of Slack-Middlebrook. The building is of brick and cement structure and contains some 9,000 square feet of land. The deal also includes about an acre of land. The building was previously occupied by the Eastern Parlor Frame Company and was sold by Arthur L. Way of Westfield, Massachusetts. The grinding firm will move to the plant immediately.

★ ★ ★

**ANGUS PARK WOOLEN MILL** in East Glastonbury will be reopened with two industries operating under the one roof—one making yarn and one engaged in the manufacture of plastic heels. But one mill in Glaston-

bury remains idle, the Mowry Finishing Company.

## Advertisers

**THE THOMPSON WATER COOLER COMPANY** has just completed its tenth year as the New England Distributor of General Electric electric drinking water coolers. It has specialized in the leasing, sale and main-



W. L. THOMPSON

tenance of its equipment to mercantile and industrial organizations throughout New England, in which territory it maintains nine branch offices with general offices and warehouse in Boston, Massachusetts.

Since its inception ten years ago, this concern has shown a steady growth each year until it now ranks as one of the leading companies in the United States engaging in this specialized ac-

tivity. W. L. Thompson, President, said "With the improved outlook for New England manufacturing and business concerns, we anticipate a substantial expansion of our operation in 1941."

★ ★ ★

**THE AMERICAN MUTUAL LIABILITY INSURANCE COMPANY** of Boston, advertisers in **CONNECTICUT INDUSTRY** for the past fourteen years, has just declared its 627th consecutive dividend of 20 per cent or more, payable on all policies expiring during the period January 1, to January 31, 1941.

## Calendar

**THE 16TH NEW ENGLAND CONFERENCE** held at the Hotel Statler in Boston on November 14 and 15 brought together more than 700 leading New England businessmen, manufacturers and public officials for the purpose of promoting coordination of efforts for the solution of economic problems common to these six states.

Advocating strong national defense, Governor Raymond E. Baldwin told the conference that Connecticut's experience in formulating a broad state defense program covering all phases of military and industrial rearmament and industrial rearmament might well be an example for other states "wherever it can be helpful."

Speaking on the same program was Igor Sikorsky of the Vought-Sikorsky division of United Aircraft Corporation, world famed for his contributions to plane design and construction, who discussed the future of aviation from both commercial and defense aspects.

Francis S. Murphy, general manager of The Hartford Times was re-elected



## Christmas Cheer

... and happy wishes for the New Year  
to customers, friends and all readers  
of this magazine.

**ROBERTSON  
PAPER BOX COMPANY**  
MONTVILLE, CONN.  
NEW YORK OFFICE  
420 LEXINGTON  
AVENUE

to a second term as vicepresident of the New England Council and chairman of its Connecticut division. The following directors were re-elected:

Charles L. Campbell, president, Connecticut Light & Power Company; E. Kent Hubbard, president, Manufacturers Association of Connecticut; Howard S. Palmer, president, New York, New Haven & Hartford Railroad; Lester E. Shippee, executive vice-president, Hartford-Connecticut Trust Company; Cornelius J. Danaher, Connecticut labor commissioner; John R. Demarest, president, Wilson H. Lee Company; E. L. Tucker, master, Connecticut Grange, and Mr. Murphy.

★ ★ ★

**"INDUSTRIAL MOBILIZATION AND ORDNANCE PROCUREMENTS"** was the subject of a talk given by Major Stuart Naramore of the U. S. Army Ordnance Department before the Industrial Advertising & Marketing Council, Western New England Chapter of the National Industrial Advertisers Association. The occasion was the Council's regular monthly dinner meeting, held at the Hotel Bond in Hartford on November 14. Major Naramore displayed a number of small ordnance items to illustrate his talk.

★ ★ ★

**IN AN ADDRESS** before the Industrial Methods Society of Bridgeport on November 14, Frank H. Barnett, general superintendent of the East Springfield plant of the Westinghouse Electric Company discussed "Coordinating New Production into Factory Operation". Attending the meeting were representatives of the Bridgeport Brass Company, the Bryant Electric Company, Manning, Maxwell and Moore, the General Electric Company and the International Silver Company.

★ ★ ★

**THE MILLER COMPANY** of Meriden was the recipient of two awards in the Fifth Annual Modern Plastic Competition which held its dinner at the Waldorf-Astoria in New York recently. Of the 42 major awards in the competition, The Miller Company won two. The Miller Company awards covered a Fluorescent lighting fixture for stores, offices and similar locations which carried a light transmitting diffusing shield of embossed cellulose acetate plastic, providing a fixture for architectural and decorative purposes with maximum lighting efficiency.

The second award covered an efficient yet unobtrusive method of lighting musical scores on a piano through the use of a louvered plastic material embodied in a unit that in no way detracts from the design of the piano itself.

★ ★ ★

**AT THE DECEMBER 17 MEETING** of the New Haven Chapter of the National Association of Cost Accounts for the year 1940 and 1941 the topic, "Tie in of Cost and General Accounting Records in the Case of Medium Sized Manufacturing Companies" will be discussed by Emil J. Monde, C.P.A. of the firm Seward & Monde.

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## Defense

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**AN OUTRIGHT STAND ON DRAFTED EMPLOYEES** has been taken by three Connecticut firms. John A. Coe, president, speaking for the American Brass Company said employees will have their jobs held open for them for a 40 day period after a year of duty. The firm's policy will conform to that approved by the Anaconda Copper Mining Company of which the Waterbury concern is a subsidiary. From Anaconda officials it was reported that the company, in addition to holding employees' jobs open, would also maintain their civilian group insurance at company expense for the year in which the men are in federal service and that all men called would be given one month's pay provided they had been in the concern's employ at least six months. This policy will apply to all divisions of the company and its subsidiaries throughout the United States.

Employees of the Yale and Towne Manufacturing Company in Stamford have been given copies of the firm's stand on the draft with respect to status of employees called into the service. In a statement issued by William R. Hoyt, general manager, it was emphasized that every effort would be made to reinstate all physically fit employees, who, after honorable discharge from the service, apply for re-employment within 40 days. The company will carry group life insurance for men already insured for a period not exceeding 14 months after entry in military or naval service. Men in the company's employ for a year or more will be given the difference be-

tween the pay which they will receive from the Government and their earnings for one month with the company, the latter amount being the average earnings of the three months prior to leaving for service.

Written assurance, sent to employees of Belding Heminway Corticelli by Francis H. Murphy, mill superintendent, guaranteed jobs would be waiting for those returning from duty, in addition to a month's wages which will be paid to any employee called who had been working for the company for a period of 6 months.

★ ★ ★

**CLAYTON R. BURT**, president of the Pratt and Whitney Division, Niles-Bement-Pond Company has been named a member of a Machine Tool Priority Committee, recently established by the Defense Commission's Priority Board to coordinate national defense, commercial and export demands on the machine tool industry.

Other members include: Frederick Geier, president of the Cincinnati Milling Machine Company; Lieutenant Colonel A. B. Johnson, representing the Army, and Commander E. R. Henning, representing the Navy.

★ ★ ★

**AIR WARNING STATIONS** will cover Connecticut as preparations get under way for an observation system to act as the eyes and ears of the nation's defense forces. The system will enlist the services of 10,000 civilian volunteers in Connecticut, Massachusetts, Rhode Island and eastern New York with 650 observation posts in the four states manned by American Legion members. Telephones will be used to inform Army information centers of the speed, direction and height of "invading" aircraft.

The first test of a permanent, volunteer Aircraft Warning Service will come on January 10 when there will be a minor "invasion." The effectiveness of the service lies in the fact that it obviates the necessity of concentrating anti-aircraft artillery in a particular section or of keeping large flights of patrol planes constantly aloft. During the maneuvers of the First Army last summer it was pointed out that anti-aircraft artillery cannot be shifted quickly from place to place to head off attacks. Also there is a serious shortage of anti-aircraft guns.

The location of each of the 650 observation posts will be spotted exactly on large maps in the plotting rooms

## Development

**THE PIONEER PARACHUTE COMPANY** of Manchester recently demonstrated before a group of some 50 officers and technicians of the Army and Navy, officers of the National Guard and certain business leaders their new tower method of testing parachutes. By the new method, developed by Floyd Smith, vice president and chief engineer of the company, which was demonstrated for the first time to purchasing and inspection officials of the U. S. armed forces, wooden dummies with parachutes attached were whirled at high speed at the end of a series of parallel connecting rods tied together with horizontal bars. The dummy and attached parachute fastened to these rods which are, in turn, fastened to the top of a tower resembling a windmill may be whirled through space at a speed up to 300 miles per hour by means of a motor at the base of the tower. Fastened to one of the horizontal cross bars is a high speed camera which photographs just exactly what happens after the rip cord has been pulled from the central tower when the

After several tests were made at the tower at speeds of around 125 miles per hour, the group retired to Manchester where they were served luncheon at Hotel Sheridan and later welcomed by Mr. Mallory, president of Pioneer Parachute Co., and Ward Cheney, President of Cheney Brothers, who highlighted the events leading up to the organization of the Pioneer Parachute Company. After brief talks by Messrs. Cheney and Floyd Smith, who with Lyman Ford, sales manager, has been instrumental in developing the Manchester firm's product to a point where it is internationally known for its excellence and dependability, motion pictures taken at the new testing tower location were shown. Slowed down to one-third actual speed, these pictures showed remarkably clear scenes of the various types of 'chutes as they open, thus making clear many factors long uncertain in the actual working of the parachute which make possible the development of a safer, more dependable 'chute.

Among the guests present at the demonstration and luncheon were the following:

Brigadier General R. B. DeLacour, the adjutant general; S. M. Stone, president of Colt's Patent Firearms Company; Colonel Kenneth F. Cramer, the assistant adjutant general; Com-

Lieutenant R. L. Shunk, U. S. C. G., Captain Harry W. Generous, C. N. G., Charles Cheney, Frank Cheney and Philip Cheney, Maynard T. Hazen, director of Cheney Brothers; M. C. Treadway, treasurer, H. C. Lagerblade, vice-president, and R. W. Bailey of the Horton Manufacturing Company, Bristol; David Rainey and John Sawyer of the Civil Aeronautics Authority, Ralph E. Case of Stevenson, Jordan and Harrison, New York City.

George W. Ball, U. S. Navy aero-engineer; S. P. Lewis, U. S. Navy engineer; Joseph T. Garvey and William R. Otterson, U. S. Naval inspectors; Jack Vitof of the Civil Aeronautics Authority and L. M. Bingham, commercial secretary of the Association.

CONNECTICUT INDUSTRY will soon present an article on the Pioneer Parachute Company which will give more detailed information regarding its development and manufacturing processes.

★ ★ ★

**THE ATLANTIC COAST FISHERIES** property in Groton is being considered by both British and Dutch interests with a view to reestablishing the shipyards which flourished during World War days. While no direct

*affect your present facilities?*... For economic reasons several phases of readjustment should be under consideration.

**You and your executive staff are naturally busy with the routine grind of day to day tasks which accordingly limits the time that can be devoted to these new and serious problems.**

Let the Worden Company help you. Through our work with over one hundred of the largest New

**Write for our booklet  
"What We Do  
and How We Work"**

England concerns, as clients, during the past ten years we have become the largest firm of our kind, dealing exclusively with New England business.

The combined technical knowledge, experience, skill and research ability of our staff of over fifty are at your service to assist in developing improved methods and control; thereby insuring maximum production with present equipment and new production capacity with the least possible burden on future earnings.

**We invite inquiries**

We invite inquiries

*The* **WORDEN COMPANY**

## MANAGEMENT ENGINEERS

STATLER BUILDING

BOSTON, MASSACHUSETTS



negotiations have been entered into it is understood that there have been numerous inquiries about the property. The location on the Groton shore of the Thames River, about half way between the Electric Boat Company plant and the fashionable Eastern Point summer colony, is said to be ideal for shipbuilding.

★ ★ ★

**AN INTERIM STATEMENT** by Walter E. Ditmars, president of the Gray Manufacturing Company was made to stockholders with a view to reporting the further progress of the company. Four phases of development are under way, Mr. Ditmars points out—manufacture of the Audiograph, a new type recording and dictating machine; manufacture under contract of the Anemostats; efforts to expand sales of telephone pay station equipment and defense activity.

★ ★ ★

**THE LONG ADVOCATED PROJECT** for improving the Connecticut River between Hartford and Holyoke and rejected by the House is now a subject of interest to Army engineers. The proposed widening and deepening of the river and construction of a Federal power dam at Enfield Rapids is being reviewed from a defense standpoint.

It is expected that the issue will again be brought up before Congress.

### Education

**THE MANUFACTURERS ASSOCIATION OF CONNECTICUT** is cooperating with Lauren E. Seeley, associate professor of mechanical engineering at Yale University, recently appointed regional adviser in Connecticut and Rhode Island for the Government's program for training workers in industries concerned with national defense.

From the Association headquarters, a statement will soon be released to

Connecticut manufacturers covering the important aspects of the proposed program and asking their advice in the matter if a plan is needed in Connecticut.

The \$9,000,000 appropriation by Congress will be given to those able to devote full time to preparing for defense jobs and to employed men desiring training for more responsible assignments. Studies will be on a college level to avoid any conflict with defense training given in vocational schools.

### Exhibition

**A. C. GILBERT COMPANY** of New Haven has recently erected one of the largest and most colorful outdoor advertising signs ever to be built by a toy manufacturer in America. It has made its appearance on the railroad frontage of the A. C. Gilbert Building, located at Erector Square, New Haven, Conn. The sign is 150 feet long, 20 feet high, 10 feet deep and can be plainly seen by all east or west bound trains passing between New York and Boston.

Illuminated by day and night, the sign consumes 25,000 watts. Every modern innovation in sign animation has been utilized to make this spectacle a thrilling sight for both children and grownups. Across the top of the sign is a brilliant stretch of lights reading "Gilbert Hall of Science" and from either end flash thrilling electric beams. In the center panel are animated models of heroic size—a locomotive whose wheels are in constant action, plus a tender and freight car; a giant Erector Ferris Wheel; a moving bascule bridge, and finally a duplicate of the sensationally popular Parachute Jump which was one of the hits of the New York World's Fair. Behind this display is a panoramic impression of a city sky-line.

Flanking this center display, on the left side, is a unit of Gilbert Scientific Toys consisting of the famous Gilbert Chemistry Set and Gilbert Microscope.

On the right side is a unit of Gilbert Electrical Appliances featuring the Gilbert Fan and the Gilbert Kitchen Kit Mixer. Both of these units are illuminated in brilliant colors and command the attention of the passers-by.

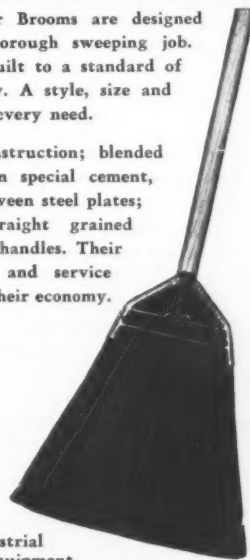
★ ★ ★

**A FILM ON THE STORY OF INGRAHAM CLOCKS**, watches, and radio cabinets has been prepared in response to numerous requests received by The E. Ingraham Company for data on the firm's picture in the clock industry. Old and new time pieces are set forth in this film which will be used by distributors and jobbers, as well as large wholesale and retail outlets of the company's products throughout the country. It is also available for showing at local organization or club meetings.

### FULLER FIBER BROOMS

Fuller Fiber Brooms are designed to do a thorough sweeping job. They are built to a standard of high quality. A style, size and weight for every need.

Rugged construction; blended fibers set in special cement, riveted between steel plates; selected straight grained hard wood handles. Their long wear and service will prove their economy.



Fuller Industrial Cleaning Equipment includes Brooms, Brushes, Mops, Polishes. Catalog on request.

**The FULLER BRUSH COMPANY**  
Industrial Division  
3580 Main Street Hartford, Conn.



## Expansion

**A \$750,000 ADDITION TO THE CHARTER OAK PLANT** of the Pratt & Whitney Division of Niles-Bement-Pond Company to provide more facilities for the manufacture of precision gauges has been announced by President Clayton R. Burt. The new building is the second since the West Hartford factory was built and is being constructed as a result of increased government demand for P & W precision gauges for national defense. It will increase the floor space of the factory by around 40,000 square feet. The company some weeks ago announced that work was starting on a warehouse in the rear of the plant, to provide for storage of inventory and thus allow for increased operations in the main shops.

Part of the new floor space will be used to expand the present "constant-temperature" room, air-conditioned so that accuracy of products will not be affected by expansion or contraction of metal, and the remainder also for gauge manufacturing.

## Personnel

**THE APPOINTMENT** of Harlan M. Ellis as Sales Manager of the Hamilton Standard Propellers Division of United Aircraft Corporation was announced by Sidney A. Stewart, General Manager. At the same time, Mr. Stewart announced that Robert W. Russell, formerly Assistant Sales Man-

ager, had been assigned new duties and would report directly to the General Manager as his special assistant.

Mr. Ellis is a graduate of Yale University and also of the Boeing School of Aeronautics, where he received a transport pilot's license in 1934. He has been identified with Hamilton Standard Propellers for the past 5 years, serving first in the service department, then as Assistant Sales Manager, and more recently as sales representative on the West Coast.

★ ★ ★

**PHELPS INGERSOLL** was elected to succeed William W. Wilcox, Sr. as president of Wilcox, Crittenden and Company, Inc. at the annual meeting of the directors and stockholders held on November 15. Mr. Wilcox submitted his resignation as president of the firm at the meeting because of the many responsibilities which were felt to be a heavy burden on his health. However, he will continue to serve as chairman of the board of directors and will retain an active interest in the affairs of the company.

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**Thompson Water Cooler Company**

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Established 1849

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## MAYNARD ASSOCIATES

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Power Transmission Specialties  
Gears to order—Spurs, Helicals,  
Worms and Wheels

Flexible Couplings for all types of  
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Variable Speed V-Belt Pulley  
Drives

Gear Reducers

D. P. Maynard

C. H. Nye

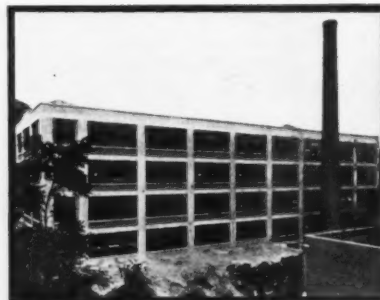
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## ARCHITECTS AND ENGINEERS

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DESIGNS ESTIMATES SUPERVISION





# The Legiscope

By PAUL ADAMS



**THE WAGE AND HOUR DIVISION'S** requirement that an employee's "regular rate of pay" must be determined by dividing his weekly earnings by the total number of hours he works will be the subject of a suit for declaratory judgment recently commenced in the Federal District Court for Texas. If the suit is carried to the U. S. Supreme Court it will resolve much of the confusion which now exists in computing overtime compensation, especially in cases where an employer guarantees a minimum hourly rate for piece workers or a minimum number of hours for workers on an hourly basis.

**THE THREAT OF INJUNCTION OR PROSECUTION** being used by the Wage and Hour Division as a lever to obtain the restitution of overtime compensation alleged to be due employees loses its force upon analysis of the practical situation. If immediately upon being informed by the Wage and Hour Division inspectors of a violation, an employer ceases violating the Act, the Wage and Hour Division may not prosecute the employer. The Act provides for prosecution only in the event of willful violation. The employer may not be subjected to an injunction since there is no cause for an injunction if he has ceased to violate the Act (*Fleming v. Phipps*, U. S. District Court, Maryland, November, 1940).

**N. L. R. B. MAY INVALIDATE A CLOSED SHOP CONTRACT** which an employer has entered into with a nationally-affiliated union, so holds the U. S. Supreme Court. The union claimed membership by a majority of the workers, but the Board ruled that the majority was an employer-coerced majority. The Supreme Court upheld the ruling and stated: "Where the employees would have just cause to believe that solicitors professedly for a labor organization were acting for or on behalf of the management, the board would be justified in concluding that they did not have the

complete and unhampered freedom of choice which the Act contemplates."

**BACK PAY ORDER** of the N. L. R. B. requiring the Republic Steel Corporation to refund money paid by work relief agencies to employees held to be discriminatorily discharged was upset by the U. S. Supreme Court (*Republic Steel Corporation v. N. L. R. B. and S. W. O. C.*, No. 14, Nov. 12, 1940). Such a back pay order is considered by the courts to be punitive and not remedial, and therefore not contemplated by the Wagner Act. This decision will mean considerable saving to employers who have been ordered by the Board to make similar payments and who have not yet complied with the order. In the future employers will be allowed to take into consideration relief payments which discharged employees may have received in computing the amount the employees have lost through discriminatory discharge.

**THE WRITTEN CONTRACT RULE** of the National Labor Relations Board to the effect that "the duty to bargain collectively under the Act encompasses an obligation to enter into negotiations with an open and fair mind for the purpose of finding a basis of agreement concerning the issues presented, and to embody whatever agreement may be reached in a written, signed agreement," has been supported by such an impressive majority of the Circuit Courts of Appeals that there is every likelihood that when the Supreme Court does pass on the matter, it will uphold the Board's rule. One of the uncertainties in the rule has been removed by the Board itself recently by not requiring an employer to sign a written contract with the union until the parties have agreed upon all the basic terms in negotiation. The Board said:

"We believe that where further negotiations are contemplated it is not inconsistent with the duty imposed by the Act to decline to enter into a written con-

tract prior to the reaching of an accord as to all the basic terms then the subject of consideration."

This clarification undoubtedly strengthens the employer's position at the conference table in collective bargaining negotiations. Thus an employer who might be willing to give a union all its demands with respect to hours and other conditions of employment if the union would not insist upon a wage increase, need not sign a written agreement with respect to hours and working conditions until agreement is reached on wages and the other subjects under consideration.

**THE SHERMAN ACT AND LABOR UNIONS** was the subject of a recent Circuit Court of Appeals case which reversed the conviction of labor union leaders in the fur industry for violation of the Sherman Anti-Trust Act. The court followed the decision of the U. S. Supreme Court in the *Apex Hosiery* Case and ruled that mere restraint upon interstate transportation of goods did not constitute a violation. To constitute a violation of the Sherman Act, the restraint must be in execution of a plan to restrict production, raise prices or otherwise control the market to the detriment of the consumers of goods and services. Therefore, unless a strike is so widespread as to affect prices or control the market, it is not a restraint of trade forbidden by the Sherman Act even though it may be directed against the marketing of goods or services. (*U. S. v. Benjamin Gold, et al*, C.C.A., 2nd, No. 81, Nov. 4, 1940.)

**"HOT" PEANUTS** in the amount of 1,250 tons were recently enjoined from shipment by a temporary restraining order issued by the U. S. District Court in Georgia against the Farmers Peanut Company of Cairo, Georgia. The complaint charges the company is violating the minimum wage provisions of the Federal Wage and Hour Law by paying wages of

(Continued on page 36)





# TRANSPORTATION

By NORRIS W. FORD, *Traffic Manager.*

## **Dunnage Allowance in Box Cars.**

The Official, Southern and Western Classification Committees have rejected a proposal to modify Classification Rule 30 to the extent necessary to provide for a dunnage allowance not to exceed five hundred pounds per car on freight loaded in box cars. In various forms this proposal has been before the railroads for the past several years. At the present time an allowance of five hundred pounds is provided for staking or bracing shipments loaded in open cars but the carriers have steadfastly refused to extend this allowance to box cars.

★ ★ ★

**Effective Date of Ex Parte MC-31 Postponed.** The Interstate Commerce Commission has postponed the effective date of Ex Parte MC-31, Tariffs of Forwarding Companies, to December 11, 1940.

★ ★ ★

**Freight Service Via New York Central System.** Third morning de-

livery from Connecticut stations having overnight package cars to Utica Transfer has been provided by the re-instatement of train UG-3, between Utica and Gardenville, (Buffalo), N. Y. by the New York Central System. The operation of this train will also provide a second morning delivery at Chicago on freight handled in transfer at Utica. Furthermore, by reason of this change, a comparable improved service may now be had on merchandise traffic moving on or via the New York Central System to other destinations.

★ ★ ★

**I. C. C. May Postpone Water Regulation.** The water carrier provisions of the Transportation Act of 1940 may be postponed by the Interstate Commerce Commission, according to the belief of operators of domestic tonnage. They pointed out that the Commission has made no move to set up machinery to handle the increased work of regulating domestic water

carriers. No forms of instructions for filing applications for certificates of convenience and necessity have been issued and the carriers affected believe the Commission will issue these items at least sixty days before they are required to be filed. Furthermore, the Commission will be required to promulgate rules regulating the granting of credit to shippers and consignees and to issue accounting forms to the carriers.

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It is expected that carriers now subject to the I. C. C. will continue to be governed by I. C. C. tariff rules, but that those still subject to the Maritime Commission will continue under its control until the I. C. C. has completed its investigations and promulgated rules for all. According to the law, the water carrier provisions go into effect January 1, 1941, unless the I. C. C. grants postponement. The Commission is authorized to make such postponement to not later than April 1, 1942.



## **ON HER WAY!**

30 intercoastal ports hear American-Hawaiian's whistles . . . know that they herald the most frequent schedule in the intercoastal trade.

**AMERICAN-HAWAIIAN  
STEAMSHIP COMPANY**

**Enforcement of Minimum Prices and Marketing Rules for Bituminous Coal.** Field Officers of the Bituminous Coal Division of the Department of Interior met recently to lay the groundwork for supervising compliance with minimum prices and marketing rules which became effective October 1, 1940. These officers were given instructions for the investigation and hearing of complaints charging violation of minimum prices and marketing rules and for the operation of the statistical machinery for observing how the industry is complying with the prices and rules.

★ ★ ★

**Hours of Service of Private Carriers.** In an order dated October 29, 1940, the Interstate Commerce Commission authorized an amendment to the rule providing that drivers of private motor vehicles shall not be employed more than sixty hours in any week. The amendment provides that the restriction of hours will not apply to drivers engaged in retail store deliveries during the period from December 10 to December 25 of each year.

★ ★ ★

**Intercoastal Steamship Lines — Mixed Carload Rule.** The United States Maritime Commission has released an examiner's proposed report dealing with rules, regulations and practices concerning mixed carload shipments, in which it was recommended that the Commission establish a mixing rule that would be no more liberal than the rule maintained by transcontinental rail and water-rail lines.

★ ★ ★

**Truck Combine Blocked by I. C. C.** The Interstate Commerce Commission has denied an application by the Transport Company of New York, a recently organized holding company, for authority to organize a vast trucking combine in the east. Included in this combine were the Consolidated Motor Lines, United Arbour Express and the McCarthy Freight System.

Opposition to the merger had been expressed by the International Brotherhood of Teamsters, representing 600,000 drivers and helpers, and the National Industrial Traffic League. The labor organization sought to prevent "disastrous economic dislocation" of an estimated 2,000 of the 8,797 employees involved in the consolidation proposal, while the traffic league objected to the company's financial set-

up, called the purchase prices "excessive" and warned against subsequent refinancing and over-capitalization.

★ ★ ★

**Official-Southern Class Rates Reduced.** The Southern Freight Association has announced reductions in interterritorial rates on less-carload traffic between Official and Southern territories so as to make applicable on southbound traffic the reductions in class ratings in the south that went into effect on September 1.

Heretofore class rates governed by Official Classification ratings in the territory north of the Ohio and Potomac Rivers have been observed as minimum charges. Due to the observance of such ratings and rates as minima, through rail shipments of merchandise between the north and south in many cases have not received the full benefit of the reductions initiated by the southern railroads.

★ ★ ★

**Conference Concerning Commission's General Investigations.** The Interstate Commerce Commission held an informal conference at Chicago, Illinois on October 28 and 29 for the purpose of obtaining the views of interested parties concerning the procedure that should be followed in conducting the investigations into the railroad class rates, consolidated freight classification and the motor freight classification.

A great part of the discussion centered around the question of whether or not carload rates should be considered in the investigation. In its announcements, the Commission had pointed out that only ratings shown in the classification proper would be involved and that exceptions to classification and commodity rates would not be in issue. There was considerable thought to the effect that difficulty would be experienced in following this course and that some shippers would be prevented from presenting testimony pertinent to commodities in which they were interested.

The opinion prevailed that there should be a general hearing at some central point where the testimony of the carriers' and shippers' groups could be introduced and that thereafter hearings should be held at strategic points throughout the country.

★ ★ ★

Effective Thursday, October 31st, train UG-3, between Utica and Gar-

denville (Buffalo, N. Y.) was reinstated under the following schedule by the New York Central System:

Lv. Utica	5:30 P. M.
Ar. DeWitt	6:45 P. M.
Lv. " "	7:00 P. M.
Ar. Gardenville	11:15 P. M.

The operation of this train will provide a second morning delivery at Chicago, on freight handled in transfer at Utica, and third morning delivery from Connecticut stations having overnight package cars to Utica Transfer. Also, by reason of this change, a comparable improved service may now be had on merchandise traffic moving on or via the System, to other destinations.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912, OF CONNECTICUT INDUSTRY, published monthly at Hartford, Conn., October 1, 1940.

STATE OF CONNECTICUT  
COUNTY OF HARTFORD ss.

Before me, a Notary Public in and for the State and County aforesaid, personally appeared L. M. Bingham, who, having been duly sworn according to law, deposes and says that he is the Editor of the CONNECTICUT INDUSTRY and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc. of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Editor L. M. BINGHAM  
Publisher MANUFACTURERS' ASSOC. OF CONN.  
Managing Editor C. L. EYANSON

2. That the owner is the Manufacturers' Association of Connecticut, officers of which are as follows:

E. KENT HUBBARD, President, "Arawana", Middletown, Conn.  
JOHN H. GOSS, Vice-Pres., 70 Hillside Ave., Waterbury, Conn.  
HAROLD D. FAIRWEATHER, Treas., 28 Vanderbilt Road, West Hartford, Conn.  
C. L. EYANSON, Sec. & Asst. Treas., 16 Chelsea Lane, West Hartford.

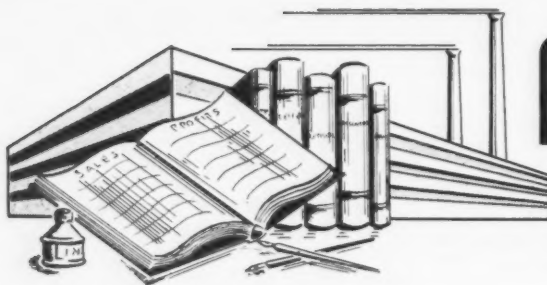
3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholders or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds, and other securities than as so stated by him.

L. M. BINGHAM,  
Editor.

Sworn to and subscribed before me this 1st day of October, 1940.

M. T. Montgomery, Notary Public.  
My commission expires Feb. 1, 1941.



# Accounting Hints for MANAGEMENT

(Contributed by HARTFORD CHAPTER, N. A. C. A.)

## CHARITABLE CONTRIBUTIONS BY CORPORATIONS.

During recent months many communities in this State conducted their annual Community Chest Campaigns. These appeals as well as other requests in behalf of hospitals, etc. encountered varied responses when directed to corporations. It may be of interest to note that under the existing Federal Income Tax laws, such contributions by corporations are allowable deductions to the extent of five percent of taxable net income.

If any such charitable contributions are made and availed of by corporations they may produce some interesting results. For example, if a corporation has prospered substantially in the current year (over \$40,000.00 net) but its base credit for the super excess profits credit is low on either the average income or the invested capital bases, a portion of its income may fall in tax brackets having aggregate Fed-

eral tax assessments from a minimum of twenty-four percent to as high as seventy-four percent. This does not take into account the State tax (two percent) nor the possible incurrence of the declared value excess profits tax (six percent or twelve percent).

Corporations thus situated taxwise, can, if so disposed, make contributions to local hospitals or other charitable agencies, and effectively recoup substantial portions thereof out of Federal tax assessments.

Pursuing the subject of taxes further, it is out of the question to adequately treat it in this Department. We can, however, suggest that competent advisors be consulted both before the close of the year and for the preparation of the returns. There will be many situations which will involve the analysis of Capital Stock, Surplus, investments, and other accounts.

"TAXES" will be the subject of discussion at the monthly meeting of

Hartford Chapter N. A. C. A. on Tuesday, December 17. Professor William F. Connelly, Assistant Professor of Accounting, New York University has been secured as the speaker.

A number of inquiries have indicated that manufacturers have been somewhat intrigued by the provision of the Second Revenue Act of 1940 which permits the amortization of the cost of specially constructed or purchased facilities over a period of sixty months. At the same time there is much ambiguity surrounding the provision and various technicalities in order to qualify for it. One specific phase which has not been overly emphasized is that a certification must be obtained as to the necessity of the additions for the defense programs. There are other phases which when clearly understood, lessen the attractiveness of the amortization provision. The provision should be fully grasped before any commitment is made thereunder.

## The Legiscope

(Continued from page 33)

12½ to 20 cents per hour to about 100 employees. The inspector on the case said that many of the employees have workweeks as long as 70 hours without receiving overtime pay. Too bad about those peanuts, though!

### EMPLOYEES EXEMPT UNDER THE WAGE AND HOUR ACT

will be considered prima facie exempt under the Public Contracts Act, according to an informal ruling by L. Metcalfe Walling, Administrator of the Public Contracts Division of the U. S. Department of Labor. The policy of the Public Contracts Division is to apply the regulations of the Wage and Hour Division as the test for coverage or non-coverage of employees subject to the Walsh-Healey Act wherever it is possible to do so under the language

of the Wage and Hour Act and the Walsh-Healey Act. This is particularly important with respect to foremen and supervisory employees who satisfy the exemption requirements of the Wage and Hour Act and who might also be considered within the coverage of the Walsh-Healey Act.

### Defense Within

(Continued from page 18)

tion, so world wide his achievement and experience, so profound was he in his knowledge that he gave expression there, eloquent to a set of principles which could be characterized as the tenet of ethics of a newspaper profession particularly in their relationship and dealing with law enforcement problems. There he spoke frankly and fearlessly as he spoke frankly and fearlessly and eloquently

today, so no wonder they call him back to talk to this group representing law enforcement officers from every state and territorial possession of our Union showing them the problem that confronted us today as law enforcement officers just as he has described it to you this afternoon. . . .

We have trained men and equipment to handle the problems so acute today in espionage and sabotage and related ways. There the spy though he communicates with a secret agent, his document can be examined and the secret message disclosed. . . . We need your cooperation. We must have your cooperation. Mr. Oursler points out the job was too big for any one group of people to handle. We need your aid and whether it be in the battlefield or in the minds of Hartford men, we have this fight to win and we shall win.

Thank you.



# • HINTS

# For EXPORTERS



By W. ADAM JOHNSON

## Latin American Trade Cultivation.

Numerous business and government authorities have long maintained that this country must carefully cultivate trade with Latin America. Some also insist that defense as well as trade considerations necessitate much closer cultural ties among the republics. Nelson Rockefeller has been named to head the post of Coordinator of Commercial and Cultural Relations between the American Republics—an office to correlate governmental and private activities and work with the National Defense Advisory Commission. This commission's plans include—(1) encouraging of greater United States imports of materials we do not produce and now largely purchased elsewhere; (2) loans, mostly from the Export-Import Bank for public works projects which will create employment and utilize United States machinery and supplies, and for carrying crop surpluses that cannot be sold in the United States; (3) development of new industries in Latin America, financed jointly by North and South American capital, that will absorb the region's surplus materials through the manufacture of products either to replace those formerly bought in Europe or for export to this country.

In addition the Commission will try to stimulate travel—both because of the cultural benefits and because it will supply the Latins with dollar exchange.

Given effective support, this comprehensive program, which includes nothing radically new but consists instead of long-advocated, common-sense projects, should knit the Americas much closer together.

The loans will bring immediate relief to our southern neighbors, but each of the industrial undertakings will require months of research and experimentation.

**U. S. Export-Import Bank Loans to Latin America.** As a means of providing foreign exchange to Latin America and as an instrument of diplomacy, the Export-Import Bank was voted another \$500,000,000 two months ago.

It now appears that the chief objectives of this friendly neighbor policy are three: (1) to help Latin America recover from the loss of its European export markets, so that Hitler's trade ambassadors will not find the Western Hemisphere easy prey; (2) to stimulate Latin American trade with the U. S., which has dropped dismally since summer; (3) to help Latin America arm. Of its new \$500,000,000 capital, the Export-Import Bank has already earmarked some \$280,000,000 for arms programs below the Rio Grande. Since Latin America has no munitions industry the orders will be added to the huge backlogs of U. S. armorers.

Federal Loan Administrator Jesse Jones is expected to follow the same policy in making Latin American loans that he has in making RFC loans to U. S. business men. Few deals are likely to leave his desk from which U. S. does not get a return. Chief deals pending last week: A \$50,000,000 U. S.-Brazilian trade bank, under which Brazil would trade some air bases and strategic materials for industrialization loans. Last week, to help her pay for purchases here, Jesse Jones lent Brazil another \$25,000,000. A U. S.-Bolivian trade agreement to assure U. S. imports of Bolivian tin; also to help the Bolivian economy stand the future shock of resuming service on Bolivia's \$60,600,000 debt to the

U. S. A new deal for Mexico, predicated on a final settlement of her three-year old row with U. S. oil companies. President Cardenas last week talked of building \$600,000,000 worth of naval defenses. A \$20,000,000 loan to Chile, whose popular Front Government is eager for a steel industry just like Brazil's.

With much ceremonial ado, Warren Lee Pierson, President of the Export-Import Bank, announced from Buenos Aires last month that the Export-Import Bank was lending Argentina \$20,000,000 for any use she might want to put it to in the U. S. Since Argentina needed industrial equipment and supplies for her new 1,000,000,000 peso arms program, Pierson's announcement seemed to forecast a new era of U. S.-Argentine cooperation.

★ ★ ★

**See Improved Trade with Latin America.** Improved trade and easing of certain restrictions with Latin America is expected as a result of the presidential election. This expectation is based on the continuation of the Washington administration and the universal approval voiced in newspapers of Latin America.

A general interest was displayed in connection with Latin American conditions. In Argentina exchange permits are delayed and often difficult to obtain, although restrictions are expected to ease up shortly. Venezuela's new exchange permit regulations have caused considerable confusion and apprehension, while recent U. S. purchases of Bolivian tin was found to be a cause for confidence in that market. Relations with Mexico have been sharply bettered in recent months. In Colombia shippers can and should draw separate drafts covering shipping expenses, consular fees, etc. and that such drafts would receive priority attention, as coming within Class No. 1 even though the merchandise falls in a lower classification.

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★ ★ ★

# BUSINESS PATTERN

The index of general business activity in Connecticut, shown in the accompanying chart, has been revised this month to include changes in seasonal variation and long-term growth which have become apparent in the component items during the last five years. An additional component, electric power production in Connecticut adjusted for imports and exports of power over the State line, has been incorporated in the index. The resulting picture of changes in Connecticut business from year to year reflects in

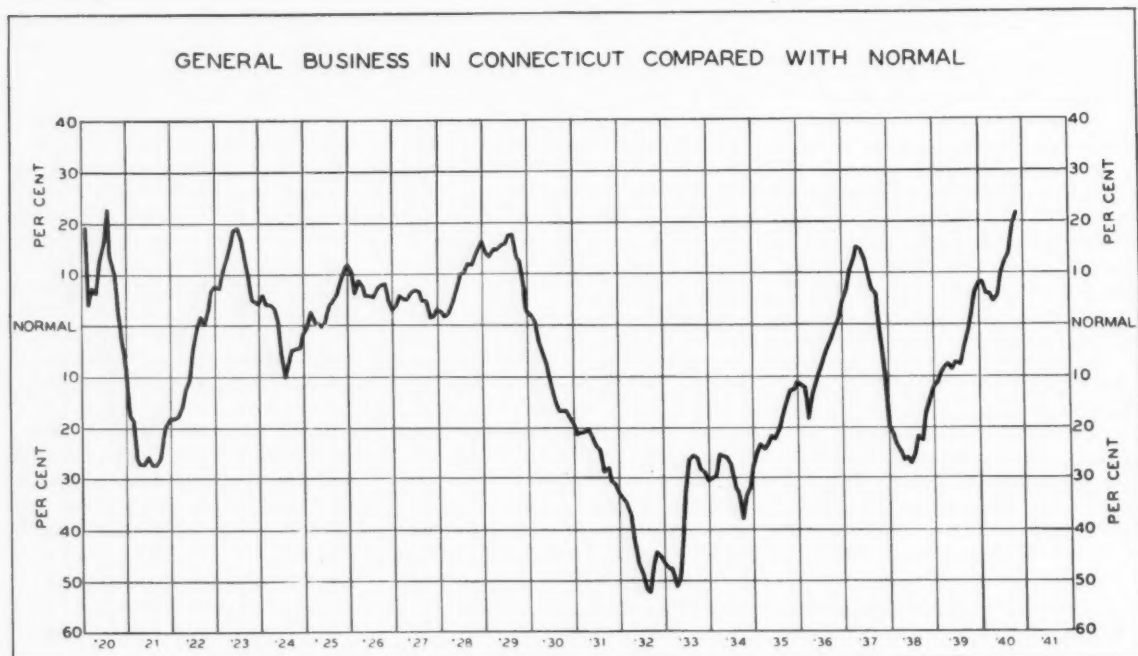
ally adjusted index of man-hours worked in Connecticut factories advanced 5 points above September to stand at 31% above normal. An increase of 12% over last month was reported in Hartford while increases of 3% to 6½% were reported in Bridgeport, Bristol and New Britain.

Employment in Connecticut manufacturing concerns likewise showed marked improvement, the increase in factory employment in the aforementioned cities and in Waterbury averaging higher than 4%.

improvement.

Metal tonnage carried by the New Haven Road showed a marked increase in volume.

Construction work in progress in Connecticut during October continued to increase due in large part to work on new factories and additions and alterations to existing plants. In New Haven, a new building was being erected for the High Standard Manufacturing Company, covering approximately 100,000 square feet of floor space. The contract was also



general the variations shown in data published in the U. S. Biennial Census of Manufactures.

General business in Connecticut continued to expand rapidly during October, the composite index advancing 3 points over September to stand 22% above the estimated normal. The volume of industrial activity in the United States likewise continued to increase, the index rising 2 points from last month to 10% above normal. Data covering early November indicate further expansion in general business activity.

The rate of operations in Connecticut manufacturing industry in October increased substantially. The season-

ally adjusted index of man-hours worked in Connecticut factories advanced 5 points above September to stand at 31% above normal. An increase of 12% over last month was reported in Hartford while increases of 3% to 6½% were reported in Bridgeport, Bristol and New Britain. Employment in Connecticut manufacturing concerns likewise showed marked improvement, the increase in factory employment in the aforementioned cities and in Waterbury averaging higher than 4%.

Freight carloadings in 14 Connecticut cities during October showed slightly more than the usual seasonal

award for a factory building for Botwinik Brothers to cost approximately \$100,000. In Stamford, the Connecticut Power Company has awarded the contract for the construction of a power plant, which, it is estimated, will cost \$4,000,000 with equipment. Major additions were also being made to the plants of the Colt Patent Firearms Company and the Fuller Brush Company of Hartford, the Remington Arms Company of Bridgeport, and Vought-Sikorsky in Stratford. Smaller additions, alterations, and repairs to existing plants were reported under way for a large number of concerns throughout the State.

## The "New Haven" Trains For Larger Sales

(Continued from page 3)

fectively by that of "off-line" agencies at such points as Atlanta, Ga., Chicago, Buffalo, Cleveland, Detroit, Philadelphia, Pittsburgh, Manchester, N. H., Burlington, Vt., Portland and Presque Isle, Me.

The department is under the jurisdiction of Vice President F. J. Wall, aided by Assistant General Traffic Manager A. A. Drummond.

In direct charge of freight service selling is Mr. W. J. Landon, whose title—Sales and Service Agent—is new in railroad annals. His responsibility is to coordinate the activities of the Traffic Development Agent, Industrial Development Agent, Fuel Traffic Agent and Service Department, and to supervise the sales work of the General and District Traffic Agents and their staffs.

The Traffic Development section performs that part of the marketing function usually referred to by industrial concerns as "merchandising". Constant efforts are made to devise new services and improve existing methods of handling freight so as to attract new business. As an example of its work The New Haven was among the first to inaugurate railroad service, hauling truck-trailers on flat cars between principal points.

The Industrial Development section works to attract new industries to New Haven Railroad territory and to retain industries already located there. It maintains files of industrial buildings and available sites, with complete information regarding their physical properties and lease or sale terms. The Industrial Development Agent also analyzes the existing balance of trade to determine industries lacking here, with a view to persuading leaders in these fields to establish branches in this territory.

The Fuel Traffic Agent maintains a uniform policy throughout the territory in handling coal, oil and other fuels; adjusts rate matters; solicits new business; and arranges for terminal facilities.

The Service Department is the "trouble shooter", performing liaison duties between the shipper and the Operating Department of the railroad.

Coordinated with the work of these divisions, the Statistical Department is devoted to research in various fields to

determine how best to retain business against competitive forces and develop new sources of revenue, and makes studies to show the results of new sales ideas or point out spots where more intensive work should be done.

In short, the Sales and Traffic Development Department strives to attract business by seeing that the public gets the best possible service. The results, from the standpoint of both the railroad and the shipping public, are highly gratifying.

## Connecticut's Contribution To National Defense

(Continued from page 19)

have flourished, and our State has been a happy place.

A product of modern mass production must be the principle of as great a share of the industrial profit as possible to the workers in industry. This in turn increases and creates new buying power, stimulating ever greater production—a wheel of prosperity turning on its own axis and generating its own power.

We have demonstrated in our State that management and labor can go forward hand-in-hand to their mutual benefit. If we are to preserve our American system, our American standards of living, we must continue on this basis. The security of industrial enterprise demands the security of labor and the security of labor demands the security of industrial enterprise, and upon this principle, upon this balance of give and take with absolute fairness, depends the security of our State and Nation.

## Pioneering

(Continued from page 2)

be prepared. After inspecting some trial operations in Canada, our State Forester's staff is constructing the necessary equipment for producing wood-gas from charcoal, and testing out this type of motor fuel. As a result of this demonstration, we hope to interest some American manufacturer in making wood-gas equipment for trucks and stationary engines. . . .

Hardwood lumber, the main resource of Connecticut forests, is needed for shipping heavy munitions and for other army requirements. As a result of the hurricane, the Federal Government has about five million feet of

seasoned lumber on the sticks in its Connecticut yards. Probably our woodlands could produce an equal amount each year. At present we lack proper facilities for finishing and kiln drying native lumber. Firms bidding on government contracts which require a certain amount of hardwood must pay high freight rates from the South. Four of our current studies have a bearing on the problem of making native lumber available for war purposes. An intensive survey of the industrial uses of wood has been completed for New Haven and Fairfield counties, and the rest of the State is being covered by Harold G. Shepard of the U. S. Forest Service. Scientific strength tests on the hurricane lumber now in the hands of the Government are being carried out by the Yale School of Forestry. The State Forest Service is assembling data on the supply of merchantable timber on the stump in Connecticut which would be available for new production. And we are studying the possibility of a finishing plant in Connecticut equipped with the necessary dry kilns.

Where will this wood come from? Many people do not realize that Connecticut is now a forest State. Nearly 1,900,000 acres, or 60 per cent of our land area, are classed as woodland. The acreage steadily abandoned by agriculture has been reverting to hardwood forest. Three centuries of mismanagement have left their mark. But the recent growth has been greater than the annual cut, so that in spite of the havoc wrought by the hurricane we have more merchantable timber than we had ten years ago. If our woodlands are given proper care and enough intelligence is applied to their development, the timber resources of the State will come to be one of its important assets. A growing supply of good hardwood lumber will bring back the wood-using plants which used to be so plentiful. Already we are in position to produce a good deal of material that is required for war purposes. Woodland needs to be weeded like any other crop. At least 300,000 cords of wood, which should be taken out of Connecticut forests each year in the form of improvement cuttings, are now going to waste for lack of a market. In heat value that is the equivalent of 300,000 tons of coal. Because our woodlands have not been systematically thinned, we have accumulated a large fuel reserve. In an emergency year, it would be possible to replace our entire coal consumption in Connecticut without depleting the forests.





Ed. NOTE. This department, giving a partial list of products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

<b>Accounting Forms</b>		<b>Bathroom Accessories</b>		<b>Brass Goods</b>	
The Baker Goodyear Co	New Haven	The Charles Parker Co	Meriden	Sargent and Company	New Haven
<b>Accounting Machines</b>		<b>Bearings</b>		Scovill Manufacturing Co (To Order)	
Underwood Elliott Fisher Co	Hartford	New Departure Div of General Motors (ball)		<b>Brass Mill Products</b>	
<b>Acetylene</b>		Bristol		Bridgeport Brass Co	
Connecticut Gas Products Co Inc	Meriden	The Fafnir Bearing Co (ball)		Scovill Manufacturing Co	
<b>Adding Machines</b>		Norma-Hoffmann Bearings Corp (ball and roller)		<b>Brass Stencils—Interchangeable</b>	
Underwood Elliott Fisher Co	Hartford	Stamford		The Fletcher Terry Co	
<b>Advertising Printing</b>		<b>Bells</b>		Box 415, Forestville	
The Case Lockwood & Brainard Co	Hartford	Bevin Brothers Mfg Co		<b>Brick—Building</b>	
<b>Advertising Specialties</b>		East Hampton		The Donnelly Brick Co	
The H C Cook Co 32 Beaver St	Ansonia	The Gong Bell Mfg Co		<b>Bricks—Fire</b>	
Scovill Manufacturing Co (Made to Order)	Waterbury	East Hampton		Howard Company	
<b>Aero Webbing Products</b>		East Hampton		<b>Broaching</b>	
The Waterbury Button Co	Waterbury	<b>Belted</b>		The Hartford Special Machinery Co	
<b>Air Compressors</b>		Hartford		<b>Brooms—Brushes</b>	
Russell Mfg Co	Middletown	The Russell Mfg Co		The Fuller Brush Co	
<b>Aircraft—Repair &amp; Overhaul</b>		The Thames Belting Co		<b>Buckles</b>	
United Airports Div United Aircraft Corp	Hartford	<b>Benches</b>		The Hatheway Mfg Co (Dee Rings)	
Rentschler Field East Hartford		Meriden		The Hawie Mfg Co	
<b>Airplanes</b>		<b>Bicycle Coaster Brakes</b>		The G E Prentice Mfg Co	
Vought-Sikorsky Aircraft, Div United Aircraft Corp	Stratford	New Departure Div General Motors Corp		John M Russell Mfg Co Inc	
<b>Aluminum Castings</b>		Bristol		B Schwanda & Sons	
Newton-New Haven Co 688 Third Avenue	West Haven	<b>Bicycle Sundries</b>		The Patent Button Co	
<b>Aluminum Forgings</b>		New Departure Div General Motors Corp		The Waterbury Button Co	
Scovill Manufacturing Co (small)	Waterbury	<b>Binders Board</b>		<b>Buffing &amp; Polishing Compositions</b>	
<b>Aluminum Goods</b>		Colonial Board Company		Apothecaries Hall Co	
Scovill Manufacturing Co (To Order)	Waterbury	<b>Biological Products</b>		Lea Mfg Co	
<b>Aluminum—Sheets &amp; Coils</b>		Ernst Bischoff Company Inc		<b>Buffing Wheels</b>	
United Smelting & Aluminum Co Inc	New Haven	<b>Blocks</b>		The Williamsville Buff Mfg Co	
<b>Ammunition</b>		Howard Company (cupola fire clay)		<b>Buttons</b>	
Remington Arms Co Inc	Bridgeport	<b>Blower Fans</b>		B Schwanda & Sons	
<b>Artificial Leather</b>		The Spencer Turbine Co		The Patent Button Co	
Zapon Div, Atlas Powder Co	Stamford	Colonial Blower Company		Colt's Patent Fire Arms Mfg Co	
<b>Asbestos</b>		<b>Blower Systems</b>		Scovill Manufacturing Co (uniform and tack fastened)	
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven	Colonial Blower Company		The Waterbury Button Co	
<b>Assemblies, Small</b>		<b>Boilers</b>		<b>Cabinets</b>	
The Wallace Barnes Co Div, Associated Spring Corp	Bristol	The Bigelow Co		The Charles Parker Co (medicine)	
<b>Automobile Accessories</b>		Petroleum Heat & Power Co (domestic only)		<b>Cams</b>	
The Rostand Mfg Co (windshields, seats, and body hardware)	Milford	<b>Bolts and Nuts</b>		The Hartford Special Machinery Co	
<b>Automotive Friction Fabrics</b>		Clark Brothers Bolt Co		<b>Carpets and Rugs</b>	
<b>Automotive &amp; Service Station Equipment</b>		The O K Tool Co Inc (T-Slot)		Bigelow-Sanford Carpet Co	
Scovill Manufacturing Co (Canned Oil Dispensers)	Waterbury	The Blake & Johnson Co (nuts, machine screw-bolts, stove)		<b>Carpet Lining</b>	
<b>Bakelite Moldings</b>		<b>Bottle Bobbins</b>		Palmer Brothers Co	
The Waterbury Button Co	Waterbury	Sonoco Products Co (Climax-Lowell Div)		<b>Castings</b>	
<b>Balls</b>		<b>Box Board</b>		The Charles Parker Co (gray iron)	
The Abbott Ball Co (steel bearing and burnishing)	Hartford	The Lydall & Foulds Paper Co		The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum)	
<b>Barrels</b>		National Folding Box Co		The Gillette-Vibber Co (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)	Hartford	New Haven Pulp & Board Co		The Sessions Foundry Co (gray iron)	
<b>Barrels</b>		Robertson Paper Box Co		John M Russell Mfg Co Inc (brass, bronze and aluminum)	
The Abbott Ball Co (burnishing and tumbling)	Hartford	<b>Boxes—Paper—Folding</b>		Malleable Iron Fittings Co (malleable iron and steel)	
<b>Barrels</b>		Atlantic Carton Corp		McLagon Foundry Co (gray iron)	
The Hartford Steel Ball Co (tumbling)	Hartford	S Curtis & Son Inc		Newton-New Haven Co (zinc and aluminum)	
<b>Barrels</b>		M S Dowd Carton Co		688 Third Ave West Haven	
<b>Barrels</b>		National Folding Box Co (paper folding)		Philbrick-Booth & Spencer Inc (Gray Iron)	
<b>Barrels</b>		The New Haven Pulp & Board Co		<b>The Greist Mfg Co</b> (white metal, alush, permanent moulds)	
<b>Barrels</b>		Robertson Paper Box Co		503 Blake St New Haven	
<b>Barrels</b>		<b>Brake Lining</b>		Scovill Manufacturing Co (brass and bronze)	
<b>Barrels</b>		Colt's Patent Fire Arms Mfg Co		Vanadium Metals Co (brass, bronze and aluminum)	
<b>Barrels</b>		The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)		Union Mfg Co (gray iron)	
<b>Barrels</b>		<b>Brass and Bronze</b>		Wilcox Crittenden & Co Inc (gray iron and brass)	
<b>Barrels</b>		The American Brass Co (sheet, wire rods, tubes)		<b>Castings—Permanent Mould</b>	
<b>Barrels</b>		The Bridgeport Rolling Mills Co		The Bradley & Hubbard Mfg Co (zinc and aluminum)	
<b>Barrels</b>		The Bristol Brass Corp (sheet, wire, rods)		<b>Chain</b>	
<b>Barrels</b>		Bristol		John M Russell Mfg Co Inc	
<b>Barrels</b>		The Miller Co (Phosphor bronze in sheets, strips and rolls)		<b>Chains—Bead</b>	
<b>Barrels</b>		Meriden		The Bead Chain Mfg Co	
<b>Barrels</b>		The Thinsheet Metals Co (sheets and rolls)		Naugatuck	
<b>Barrels</b>		Waterbury		Bridgeport	

# IT'S MADE IN CONNECTICUT

—CONTINUED—

**Chemicals**  
Apothecaries Hall Co Waterbury  
MacDermid Incorporated Waterbury  
American Cyanamid & Chemical Corp Waterbury

**Chromium Plating**  
Chromium Corp of America Waterbury

**Chucks & Face Plate Jaws**  
Union Mfg Co New Britain

**Clamps—Wood Workers**  
Sargent and Company New Haven

**Clay**  
Howard Company (Fire Howard "B" and High Temperature Dry) New Haven

**Cleansing Compounds**  
MacDermid Incorporated Waterbury

**Clutch—Friction**  
The Carlyle Johnson Mach Co (Johnson Expanding Ring; Multiple Disc Maxitorq) Manchester

The Raybestos Div of Raybestos-Manhattan Inc (clutch facings—molded, woven, fabric, metallic) Bridgeport

**Comfortables**  
Palmer Brothers Co New London

**Cones**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Consulting Engineers**  
The Stanley P Rockwell Co Inc (Consulting) 296 Homestead Ave Hartford

**Contract Manufacturers**  
The Greist Mfg Co (metal parts and assemblies) 503 Blake St New Haven

**Copper**  
The American Brass Co (sheet, wire, rods, tubes) Waterbury

The Bristol Brass Corp (sheet) Bristol

Scovill Manufacturing Co (pipe and service tubing) Waterbury

The Thinsheet Metals Co (sheets and rolls) Waterbury

**Copper Sheets**  
The New Haven Copper Co Seymour

**Copper Shingles**  
The New Haven Copper Co Seymour

**Copper Water Tube**  
Bridgeport Brass Co Bridgeport

**Cork Cots**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Corrugated Box Manufacturers**  
The Danbury Square Box Co Danbury

**Corrugated Shipping Cases**  
D L & D Container Corp 87 Shelton Ave New Haven

Gair Thames Containers Div of the Robert Gair Co Inc Portland

**Cosmetics**  
The J B Williams Co Glastonbury

**Cotton Batting & Jute Batting**  
Palmer Brothers New London

**Cotton and Jute Batting**  
The Gilman Brothers Company Gilman

**Cotton Yarn**  
The Floyd Cranska Co Moosup

**Counting Devices**  
Veeder-Root Inc Hartford

**Cutlery**  
Remington Arms Co Inc Bridgeport

**Cut Stone**  
The Dextone Co New Haven

**Cutters**  
The Standard Machinery Co (rotary board, single and duplex) Mystic

The O K Tool Co Inc (inserted tooth milling) 33 Hull St Shelton

**Dictating Machines**  
Dictaphone Corporation Bridgeport

**Die Castings**  
Newton-New Haven Co Inc 688 Third Ave West Haven

**Dies**  
The Hoggson & Pettis Mfg Co 141 Brewery St New Haven

**Die-Heads—Self-Opening**  
The Eastern Machine Screw Corp Truman & Barclay Sts New Haven

The Geometric Tool Co New Haven

**Dish Washing Machines**  
Colt's Patent Fire Arms Mfg Co Hartford

**Draperies**  
Palmer Brothers Co New London

**Drop Forgings**  
Wilcox Crittenden & Co Inc Middletown

The Blakeslee Forging Co Plantsville

Atwater Mfg Co Plantsville

**Edged Tools**  
The Collins Co (axes and other edged tools) Collinsville

**Elastic Webbing**  
The Russell Mfg Co Middletown

**Electric Appliances**  
The Silcox Co 80 Pliny St Hartford

**Electric Cables**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electrical Conduit Fittings & Grounding**  
Specialties

The Gillette-Vibber Company New London

**Electric Cords**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric—Commutators & Segments**  
The Cameron Elec Mfg Co (rewinding motors) Ansonia

**Electric Fixture Wire**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Heating Element & Units**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electrical Instruments**  
The Bristol Co Waterbury

**Electric Panel Boards**  
The Plainville Electrical Products Co Plainville

**Electric Wire**  
Rockbestos Products Corp (asbestos insulated) New Haven

The Whitney Blake Co (Graybar Elec Co Exclusive Distributors) Hamden

**Electrical Control Apparatus**  
The Trumbull Electric Mfg Co Plainville

**Electrical Control Equipment**  
Colt's Patent Fire Arms Mfg Co Hartford

**Electrical Goods**  
A C Gilbert Co New Haven

Colt's Patent Fire Arms Mfg Co Hartford

**Electrical Switches**  
Colt's Patent Fire Arms Mfg Co Hartford

**Electrotypes**  
W T Barnum & Co Inc (all classes) New Haven

**Elevators**  
The Eastern Machinery Co (passenger and freight) New Haven

**Embalming Chemicals**  
The Embalmers' Supply Co Westport

**Engines**  
Wolverine Motor Works Inc (diesel stationary marine) Bridgeport

Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford

**Envelopes**  
Curtis 1000 Inc Hartford

**Extractors—Tap**  
The Walton Co 94 Allyn St Hartford

**Eyelets**  
The Platt Bros & Co P O Box 1030 Waterbury

Scovill Manufacturing Co Waterbury

The Waterbury Button Co Waterbury

**Fasteners—Slide & Snap**  
The G E Prentice Mfg Co New Britain

Sargent and Co New Haven

The Patent Button Co Waterbury

Scovill Manufacturing Co (snap) Waterbury

**Felt**  
American Felt Co Glenville

**Ferrules**  
The Waterbury Button Co Waterbury

**Fibre Board**  
The C H Norton Co North Westchester

The Wm Foulds & Company Manchester

**Finger Nail Clippers**  
The H C Cook Co 32 Beaver St Ansonia

**Firearms**  
Colt's Patent Fire Arms Mfg Co Hartford

Remington Arms Co Inc Bridgeport

**Fire Hose**  
Fabrics Fire Hose Co (municipal and industrial) Sandy Hook

**Fireplace Goods**  
The John P Smith Co (screens) 423-33 Chapel St New Haven

The Rostand Mfg Co Milford

**Fireproof Floor Joists**  
The Dextone Co New Haven

**Fishing Equipment**  
The Horton Mfg Co (reels, rods, lines) Bristol

**Fishing Lines**  
The Bevin-Wilcox Line Co East Hampton

**Fishing Tackle**  
The H C Cook Co 32 Beaver St Ansonia

**Flashlight Cases**  
Scovill Manufacturing Co (metal) Waterbury

**Flow Meters**  
The Bristol Co Waterbury

**Forgings**  
Clark Brothers Bolt Co Milldale

Heppenstall Co (all kinds and shapes) Bridgeport

Scovill Manufacturing Co (non-ferrous) Waterbury

**Foundries**  
Union Mfg Co (gray iron) New Britain

Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

The Sessions Foundry Co (iron) Bristol

**Foundry Riddles**  
The John P Smith Co 423-33 Chapel St New Haven

Rolock Inc (brass, galvanized, steel) Southport

**Furniture—Anodic Aluminum**  
Warren McArthur Corporation Bantam

**Furniture Pads**  
The Gilman Brothers Company Gilman

**Fuses**  
Colt's Patent Fire Arms Mfg Co Hartford

**Galvanizing & Electric Plating**  
The Gillette-Vibber Co New London

**Galvanizing**  
Malleable Iron Fittings Co Branford

Wilcox Crittenden & Co Inc Middletown

**Gaskets**  
The Raybestos Div of Raybestos-Manhattan Inc Bridgeport

**Gauges**  
The Bristol Co (pressure, vacuum, indicating, recording and controlling) Waterbury

**Gears—Reverse & Reduction for Motor Boats**  
The Snow and Petrelli Mfg Co New Haven

**Gears and Gear Cutting**  
The Hartford Special Machinery Co Hartford

**Glass Coffee Makers**  
The Silcox Co 80 Pliny St Hartford

**Glass Cutters**  
The Fletcher Terry Co Box 415, Forestville

**Golf Equipment**  
The Horton Mfg Co (clubs, shafts, balls, bags) Bristol

**Graphite Crucibles & Products**  
American Crucible Co Shelton

**Grinding**  
The Hartford Special Machinery Co (gears, threads, cams and splines) Hartford

**Hardware**  
Sargent and Co New Haven

Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown

**Hardware—Trailer Cabinet**  
The Excelsior Hardware Co Stamford

**Hardware, Trunk & Luggage**  
J H Sessions & Son Bristol

**Hat Machinery**  
Doran Brothers Inc Danbury

**Headers**  
The E J Manville Machine Co Waterbury

**Heat Treating**  
The A F Holden Co 200 Winchester St New Haven

The Bennett Metal Treating Co Elmwood

1045 New Britain Ave

The Stanley P Rockwell Co Inc Hartford

296 Homestead Ave

**Heat-Treating Equipment**  
The A F Holden Co 200 Winchester St New Haven

The Stanley P Rockwell Co Inc (commercial) 296 Homestead Ave Hartford

The Wallace Barnes Co Div Associated Spring Corp Bristol

**Heating Apparatus**  
Crane Company Bridgeport

**Highway Guard Rail Hardware**  
Malleable Iron Fittings Co Branford

**Hinges**  
Sargent and Company New Haven

Homer D Bronson Company Beacon Falls

**Hoists and Trolleys**  
Union Mfg Company New Britain

**Hose Supporter Trimmings**  
The Hawie Mfg Co (So-Lo Grip Tabs) Bridgeport

**Hot Water Heaters**  
Petroleum Heat & Power Co (Instantaneous domestic oil burner) Stamford

**Industrial Finishes**  
Zapon Div Atlas Powder Co Stamford

**Insecticides**  
American Cyanamid & Chemical Corp Waterbury

**Insulated Wire Cords & Cable**  
The Kerite Insulated Wire & Cable Co Inc Seymour

The Whitney Blake Co (Graybar Elec Co Exclusive Distributors) Hamden

**Japanning**  
J H Sessions & Son Bristol

**Joining**  
The Raybestos Div of Raybestos-Manhattan Inc (compressed sheet) Bridgeport

**Key Blanks**  
Sargent and Company New Haven

The Graham Mfg Co Derby

**Knit Goods**  
American Hosiery Company New Britain (Advt.)

# IT'S MADE IN CONNECTICUT

—CONTINUED—

<b>Labels</b>		
J & J Cash Inc (Woven)	South Norwalk	
<b>Lacquers &amp; Synthetic Enamels</b>		
Zapon Div Atlas Powder Co	Stamford	
<b>Ladders</b>		
A W Flint Co	196 Chapel St New Haven	
<b>Lamps</b>		
The Rostand Mfg Company (brass, colonial style & brass candlesticks)		Milford
The Greist Mfg Co (portable, office, floor, table and novelty)		503 Blake St New Haven
<b>Leather</b>		
Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury	
<b>Leather Goods Trimmings</b>		
The G E Prentice Mfg Co	New Britain	
<b>Letterheads</b>		
Lehman Brothers Inc (designers, engravers, lithographers)	New Haven	
<b>Lighting Equipment</b>		
The Miller Co (Miller, Duplexalite, Ivanhoe)	Meriden	
The Waterbury Button Co	Waterbury	
<b>Locks</b>		
Sargent and Company	New Haven	
<b>Locks—Cabinet</b>		
The Excelsior Hardware Co	Stamford	
<b>Locks—Suit-case and Trimmings</b>		
The Excelsior Hardware Co	Stamford	
<b>Locks—Trunk</b>		
The Excelsior Hardware Co	Stamford	
<b>Locks—Zipper</b>		
The Excelsior Hardware Co	Stamford	
<b>Machine Work</b>		
The Hartford Special Machinery Co (contract work only)	Hartford	
<b>Machinery</b>		
The Hallden Machine Company (mill)	Thomaston	
The Standard Machinery Co (bookbinders)	Mystic	
<b>Machines</b>		
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling)		Bridgeport
The Patent Button Company		Waterbury
<b>Machines—Automatic</b>		
The A H Nilson Mach Co (Special)	Bridgeport	
<b>Machines—Forming</b>		
The A H Nilson Mach Co (four-slide wire and ribbon stock)		Bridgeport
<b>Malleable Iron Castings</b>		
Malleable Iron Fittings Co	Branford	
<b>Marine Equipment</b>		
The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware)		Milford
Wilcox Crittenden & Co Inc	Middletown	
<b>Marking Devices</b>		
The Hoggson & Pettis Mfg Co	New Haven	
<b>Matrices</b>		
W T Barnum & Co Inc	New Haven	
<b>Mattresses</b>		
Palmer Brothers Co	New London	
Waterbury Mattress Co	Waterbury	
<b>Measuring Instruments</b>		
The Bristol Co	Waterbury	
<b>Metal Cleaners</b>		
Apothecaries Hall Co	Waterbury	
<b>Metal Cleaning Machines</b>		
Colt's Patent Fire Arms Mfg Co	Hartford	
<b>Metal Goods</b>		
Bridgeport Brass Co (to order)	Bridgeport	
<b>Metal Novelties</b>		
The H C Cook Co	32 Beaver St Ansonia	
The Waterbury Button Co	Waterbury	
<b>Metal Products—Stampings</b>		
J H Sessions & Son	Bristol	
The Greist Mfg Co	503 Blake St New Haven	
Scovill Manufacturing Co (Made to Order)	Waterbury	
<b>Metal Specialties</b>		
The Excelsior Hardware Co	Stamford	
The G E Prentice Mfg Co	New Britain	
The Greist Mfg Co	503 Blake St New Haven	
<b>Metal Stampings</b>		
The Patent Button Co	Waterbury	
The Excelsior Hardware Co	Stamford	
J H Sessions & Son	Bristol	
The H C Cook Co	32 Beaver St Ansonia	
The Greist Mfg Co	503 Blake St New Haven	
The Waterbury Button Co	Waterbury	
<b>Milk Bottle Carriers</b>		
The John P Smith Co	323-33 Chapel St New Haven	
<b>Millboard</b>		
The Raybestos Div of Raybestos-Manhattan Inc (asbestos)	Bridgeport	
<b>Mill Supplies</b>		
Wilcox Crittenden & Co Inc	Middletown	
<b>Moulded Plastic Products</b>		
Colt's Patent Fire Arms Mfg Co	Hartford	
The Watertown Mfg Co	117 Echo Lake Road Watertown	
<b>Moulds</b>		
The Hoggson & Pettis Mfg Co (steel)	141 New Haven	
Brewery St		
The Sessions Foundry Co. (heat resisting for non ferrous metals)	Bristol	
<b>Nickel Anodes</b>		
Apothecaries Hall Co	Waterbury	
The Seymour Mfg Co	Seymour	
<b>Nickel Silver</b>		
The Seymour Mfg Co	Seymour	
<b>Nuts Bolts and Washers</b>		
Clark Brothers Bolt Co	Milldale	
<b>Office Equipment</b>		
Underwood Elliott Fisher Co	Hartford	
<b>Oil Burners</b>		
Malleable Iron Fittings Co	Branford	
The Silent Glow Oil Burner Corp	Hartford	
1477 Park St		
Petroleum Heat & Power Co (domestic commercial and industrial)	Stamford	
<b>Oil Burner Wick</b>		
The Raybestos Div of Raybestos-Manhattan Inc	Bridgeport	
<b>Oxygen Packing</b>		
Connecticut Gas Products Co Inc	Meriden	
<b>Paints and Enamels</b>		
The Tredennick Paint Mfg Co	Meriden	
<b>Paperboard</b>		
Gair Thames Containers Div of the Robert Gair Co Inc	Portland	
The New Haven Pulp & Board Co	New Haven	
<b>Paper Boxes</b>		
National Folding Box Co (folding)	New Haven	
The New Haven Pulp & Board Co	New Haven	
Robertson Paper Box Co (folding)	Montville	
<b>Paper Clips</b>		
The H C Cook Co (steel)	32 Beaver St Ansonia	
<b>Paper Tubes and Cores</b>		
Sonoco Products Co (Climax-Lowell Div)	Mystic	
<b>Parallel Tubes</b>		
Sonoco Products Co (Climax-Lowell Div)	Mystic	
<b>Pharmaceutical Specialties</b>		
Ernst Bischoff Company Inc	Ivoryton	
<b>Phosphor Bronze</b>		
The Seymour Mfg Co	Seymour	
The Bristol Brass Corp (sheet)	Bristol	
<b>Pipe</b>		
The American Brass Co (brass and copper)	Waterbury	
Howard Co (cement well and chimney)	New Haven	
Crane Company (fabricated)	Bridgeport	
Bridgeport Brass Co (brass & copper)		
Scovill Manufacturing Co (copper, red brass and yellow brass)	Waterbury	
<b>Pipe Fittings</b>		
Malleable Iron Fittings Co	Branford	
<b>Platers</b>		
The Patent Button Co	Waterbury	
The Plainville Electro Plating Co	Plainville	
<b>Platers—Chrome</b>		
The Plainville Electro Plating Co	Plainville	
<b>Platers' Equipment</b>		
MacDermid Incorporated	Waterbury	
<b>Plumbers' Brass Goods</b>		
Bridgeport Brass Co	Bridgeport	
Scovill Manufacturing Co	Waterbury	
<b>Plumbing Specialties</b>		
John M Russell Mfg Co Inc	Naugatuck	
<b>Pole Line</b>		
Malleable Iron Fittings Co	Branford	
<b>Polishing Wheels</b>		
The Williamsville Buff Mfg Co	Danielson	
<b>Presses</b>		
The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic	
<b>Propellers—Aircraft</b>		
Hamilton Standard Propellers Div United Aircraft Corp	East Hartford	
<b>Punches</b>		
The Hoggson & Pettis Mfg Co (ticket & cloth)	141 Brewery St New Haven	
<b>Putty Softeners—Electrical</b>		
The Fletcher Terry Co	Box 415 Forestville	
<b>Pyrometers</b>		
The Bristol Co (recording and controlling)	Waterbury	
<b>Radiation-Finned Copper</b>		
The G & O Manufacturing Company	New Haven	
<b>Railroad Equipment</b>		
The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	Milford	
<b>Rayon Yarns</b>		
The Hartford Rayon Corp	Rocky Hill	
<b>Razors</b>		
Schick Dry Shaver Inc (electric)	Stamford	
<b>Reamers</b>		
The O K Tool Co Inc (inserted tooth)	Shelton	
33 Hull St		
<b>Recorders and Controllers</b>		
The Bristol Co (humidity, motion and operation)	Waterbury	
<b>Refractories</b>		
Howard Company	New Haven	
<b>Resistance Wire</b>		
The C O Jelliff Mfg Co (Nickel chromium, kanthal)	Southport	
<b>Retainers</b>		
The Hartford Steel Ball Co (bicycle & automotive)	Hartford	
<b>Reverse Gear—Marine</b>		
The Carlyle Johnson Mach Co	Manchester	
<b>Riveting Machines</b>		
The Grant Mfg & Machine Co	Bridgeport	
The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	Bridgeport	
<b>Rivets</b>		
Clark Brothers Bolt Co	Milldale	
The Blake & Johnson Co (brass, copper and non-ferrous)	Waterville	
J H Sessions & Son	Bristol	
The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)	Bridgeport	
The Raybestos Div of Raybestos-Manhattan Inc (iron)	Bridgeport	
<b>Rods</b>		
The Bristol Brass Corp (brass and bronze)	Bristol	
<b>Roof Coatings &amp; Cements</b>		
Tilo Roofing Co Inc	Stratford	
<b>Roofing—Built Up</b>		
Tilo Roofing Co Inc	Stratford	
<b>Rubber Chemicals</b>		
The Stamford Rubber Supply Co ("Factice" Vulcanized Vegetable Oils)	Stamford	
<b>Rubberized Fabrics</b>		
The Duro-Gloss Rubber Co	New Haven	
<b>Rubber Footwear</b>		
The Goodyear Rubber Co	Middletown	
United States Rubber Prod Inc (Keds, Kedettes, Gaytees, U S Royal Footwear)	Naugatuck	
<b>Rubbish Burners</b>		
The John P Smith Co	423-33 Chapel St New Haven	
<b>Safety Fuses</b>		
The Ensign-Bickford Co (mining & detonating)	Simsbury	
<b>Scales—Industrial Dial</b>		
The Kron Company	Bridgeport	
<b>Scissors</b>		
The Acme Shear Company	Bridgeport	
<b>Screw Machine Products</b>		
The Blake & Johnson Co (machine)	Waterville	
Centerless Grinding Works	Bridgeport	
70 Knowlton St		
The Eastern Machine Screw Corp	New Haven	
Truman & Barclay St		
The Humason Mfg Co	Forestville	
Scovill Manufacturing Co	Waterbury	
<b>Screws</b>		
The Blake & Johnson Co (machine)	Waterville	
Sargent and Company	New Haven	
Clark Brothers Bolt Co	Milldale	
The Charles Parker Co (wood)	Meriden	
Scovill Manufacturing Co (cap and machine)	Waterbury	
<b>Scythes</b>		
Winsted Manufacturing Co	Winsted (Adv't.)	



# IT'S MADE IN CONNECTICUT

—CONTINUED—

<b>Sewing Machines</b>			<b>Stereotypes</b>		
The Greist Mfg Co (Sewing machine attachments)	503 Blake St New Haven		W T Barnum & Co Inc	New Haven	
The Merrow Machine Co (Industrial)	2814 Laurel St	Hartford	<b>Stop Clocks, Electric</b>		
<b>Shaving Soaps</b>			The H C Thompson Clock Co	Bristol	
The J B Williams Co	Glastonbury		<b>Studio Couches</b>		
<b>Shears</b>			Waterbury Mattress Co	Waterbury	
The Acme Shear Co (household)	Bridgeport		<b>Switchboards</b>		
<b>Sheet Metal Products</b>			Plainville Electrical Products Co	Plainville	
The American Brass Co (brass and copper)	Waterbury		<b>Switchboards Wires and Cables</b>		
<b>Sheet Metal Stampings</b>			Rockbestos Products Corp (asbestos insulated)	New Haven	
The American Buckle Co	West Haven		<b>Switches</b>		
The Patent Button Co	Waterbury		Colt's Patent Fire Arms Mfg Co	Hartford	
J H Sessions & Son	Bristol		<b>Tableware—Stainless Steel</b>		
<b>Signals</b>			International Silver Co	Meriden	
The H C Cook Co (for card files)	Ansonia		<b>Tanks</b>		
<b>Silks</b>			The Bigelow Company (steel)	New Haven	
Cheney Brothers	South Manchester		<b>Tape</b>		
<b>Silverware</b>			The Russell Mfg Co	Middletown	
International Silver Co (tableware, nickel silver, silver plate and sterling)	Meriden		<b>Tap Extractors</b>		
<b>Silverware—Hotel &amp; Institutional</b>			The Walton Co	94 Allyn St Hartford	
International Silver Co	Meriden		<b>Taps, Collapsing</b>		
<b>Silverware—Plated Hollowware</b>			The Geometric Tool Co	New Haven	
International Silver Co	Meriden		<b>Tarred Lines</b>		
<b>Silverware—Sterling &amp; Plated Trophies</b>			Brownell & Co Inc	Moodus	
International Silver Co	Meriden		<b>Textile Machinery</b>		
<b>Silverware—Sterling Silver Hollowware</b>			The Merrow Machine Co	Hartford	
International Silver Co	Meriden		2814 Laurel St		
<b>Silverware—Tableware, Silver</b>			<b>Textile Mill Supplies</b>		
International Silver Co	Meriden		Ernst Bischoff Company Inc	Ivoryton	
<b>Silverware—Tableware, Silver Plate</b>			<b>Thermometers</b>		
International Silver Co	Meriden		The Bristol Co (controlling, recording and indicating)	Waterbury	
<b>Silverware—Tableware, Sterling</b>			<b>Thin Gauge Metals</b>		
International Silver Co	Meriden		The Thinsheet Metals Co (plain or tinned in rolls)	Waterbury	
<b>Sizing and Finishing Compounds</b>			<b>Thread</b>		
American Cyanamid & Chemical Corp	Waterbury		Max Pollack & Co Inc	Groton	
<b>Smoke Stacks</b>			The American Thread Co	Willimantic	
The Bigelow Company (steel)	New Haven		The Gardiner Hall Jr Co (cotton sewing)	South Willington	
<b>Soap</b>			<b>Threading Machines</b>		
The J B Williams Co (industrial soaps, toilet soaps, shaving soaps)	Glastonbury		The Grant Mfg & Machine Co (double and automatic)	Bridgeport	
<b>Special Parts</b>			<b>Time Recorders</b>		
The Greist Mfg Co (small machined, especially precision stampings)	503 Blake St	New Haven	Stromberg Time Corp	Thomaston	
<b>Sponge Rubber</b>			<b>Timers, Interval</b>		
The Sponge Rubber Products Co	Derby		The H C Thompson Clock Co	Bristol	
<b>Spreads</b>			<b>Tinning</b>		
Palmer Brothers Company	New London		Wilcox Crittenden & Co Inc	Middletown	
<b>Spring Units</b>			The Thinsheet Metals Co (non-ferrous metals in rolls)	Waterbury	
Owen Silent Spring Co Inc (mattresses and upholstery furniture)	Bridgeport		<b>Tools</b>		
<b>Spring Washers</b>			The Hoggson & Pettis Mfg Co (rubber workers)	New Haven	
The Wallace Barnes Co Div Associated Spring Corp	Bristol		141 Brewery St		
<b>Spring—Coil &amp; Flat</b>			The O K Tool Co Inc (inserted tooth metal cutting)	33 Hull St Shelton	
The Humason Mfg Co	Forestville		<b>Toys</b>		
The Wallace Barnes Co Div Associated Spring Corp	Bristol		A C Gilbert Company	New Haven	
<b>Spring—Flat</b>			The Gong Bell Co	East Hampton	
The Wallace Barnes Co Div Associated Spring Corp	Bristol		The N N Hill Brass Co	East Hampton	
<b>Spring—Furniture</b>			<b>Trucks—Lift</b>		
Owen Silent Spring Co Inc	Bridgeport		The Excelsior Hardware Co	Stamford	
<b>Spring—Wire</b>			<b>Trucks—Skid Platforms</b>		
The Wallace Barnes Co Div Associated Spring Corp	Bristol		The Excelsior Hardware Co (lift)	Stamford	
<b>Stair Pads</b>			<b>Tube Clips</b>		
Palmer Brothers Company	New London		The H C Cook Co (for collapsible tubes)	Ansonia	
<b>Stamps</b>			<b>Tubing</b>		
The Hoggson & Pettis Mfg Co (steel)	141 Brewery St	New Haven	The American Brass Co (brass and copper)	Waterbury	
<b>Stampings—Small</b>			Scovill Manufacturing Co (copper alloys)	Waterbury	
The Wallace Barnes Co Div Associated Spring Corp	Bristol		<b>Tubing—Condenser</b>		
<b>Staples</b>			Scovill Manufacturing Co	Waterbury	
Sargent and Company	New Haven		<b>Typewriters</b>		
<b>Steel Castings</b>			Underwood Elliott Fisher Co	Hartford	
The Hartford Electric Steel Co (carbon and alloy steel)	540 Flatbush Ave Hartford		<b>Typewriter Ribbons</b>		
Malleable Iron Fittings Co	Branford		Underwood Elliott Fisher Co	Hartford	
Nutmeg Crucible Steel Co	Branford		<b>Underclearer Rolls</b>		
<b>Steel—Cold Rolled Spring</b>			Sonoco Products Co (Climax-Lowell Div)	Mystic	
The Wallace Barnes Co Div Associated Spring Corp	Bristol		<b>Vacuum Cleaners</b>		
<b>Steel—Cold Rolled Stainless</b>			The Spencer Turbine Co	Hartford	
Wallingford Steel Company	Wallingford		<b>Valves</b>		
<b>Steel—Cold Rolled Strip and Sheets</b>			Reading-Pratt & Cady Div American Chain & Cable Co Inc	Bridgeport	
Wallingford Steel Company	Wallingford		<b>Valves—Automatic Air</b>		
<b>Steel Goods</b>			Beaton & Cadwell Mfg Co	New Britain	
Scovill Manufacturing Co (To Order)	Waterbury		<b>Valves—Flush</b>		
<b>Steel—Magnetic</b>			Beaton & Cadwell Mfg Co	New Britain	
Cinaudagraph Corp	2 Selleck St Stamford		<b>Valves—Relief &amp; Control</b>		
			Beaton & Cadwell Mfg Co	New Britain	
<b>Venetian Blinds</b>			<b>Venetian Blinds</b>		
The Permatex Fabrics Co	Jewett City		<b>Venitlan Blinds</b>		
<b>Ventilating Systems</b>			<b>Venitlan Blinds</b>		
Colonial Blower Company	Hartford		<b>Venitlan Blinds</b>		
<b>Vises</b>			<b>Venitlan Blinds</b>		
The Charles Parker Co	Meriden		<b>Venitlan Blinds</b>		
<b>Washers</b>			<b>Venitlan Blinds</b>		
The Blake & Johnson Co (brass, copper & non-ferrous)	Waterville		<b>Venitlan Blinds</b>		
American Felt Co (felt)	Glenville		<b>Venitlan Blinds</b>		
Clark Brothers Bolt Co	Milldale		<b>Venitlan Blinds</b>		
The Sessions Foundry Co (cast iron)	Bristol		<b>Venitlan Blinds</b>		
J H Sessions & Son	Bristol		<b>Venitlan Blinds</b>		
The Raybestos Div of Raybestos-Manhattan Inc (clutch washers)	Bridgeport		<b>Venitlan Blinds</b>		
<b>Watches</b>			<b>Venitlan Blinds</b>		
Benrus Watch Co	30 Cherry St Waterbury		<b>Venitlan Blinds</b>		
<b>Waterproof Dressings for Leather</b>			<b>Venitlan Blinds</b>		
The Viscol Company	Stamford		<b>Venitlan Blinds</b>		
<b>Webbing</b>			<b>Venitlan Blinds</b>		
The Russell Mfg Co	Middletown		<b>Venitlan Blinds</b>		
<b>Welding Rods</b>			<b>Venitlan Blinds</b>		
The Bristol Brass Corp (brass & bronze)	Bristol		<b>Venitlan Blinds</b>		
<b>Wicks</b>			<b>Venitlan Blinds</b>		
The Russell Mfg Co	Middletown		<b>Venitlan Blinds</b>		
The Raybestos Div of Raybestos-Manhattan Inc (oil burner wicks)	Bridgeport		<b>Venitlan Blinds</b>		
<b>Wire</b>			<b>Venitlan Blinds</b>		
The Bristol Brass Corp (brass & bronze)	Bristol		<b>Venitlan Blinds</b>		
The Driscoll Wire Co (steel)	Shelton		<b>Venitlan Blinds</b>		
Hudson Wire Co	Winsted		<b>Venitlan Blinds</b>		
The Winsted Div (insulated & enameled magnet)	Winsted		<b>Venitlan Blinds</b>		
The Atlantic Wire Co (steel)	Branford		<b>Venitlan Blinds</b>		
The Platt Bros & Co (zinc wire)	Waterbury		<b>Venitlan Blinds</b>		
P O Box 1030	Waterbury		<b>Venitlan Blinds</b>		
Rockbestos Products Corp (asbestos insulated)	New Haven		<b>Venitlan Blinds</b>		
Scovill Manufacturing Co (brass, bronze and nickel silver)	Waterbury		<b>Venitlan Blinds</b>		
<b>Wire Arches and Trellis</b>			<b>Venitlan Blinds</b>		
The John P Smith Co	New Haven		<b>Venitlan Blinds</b>		
423-33 Chapel St			<b>Venitlan Blinds</b>		
<b>Wire Baskets</b>			<b>Venitlan Blinds</b>		
Rolock Inc (for acid, heat, degreasing)	Southport		<b>Venitlan Blinds</b>		
<b>Wire Cable</b>			<b>Venitlan Blinds</b>		
The Bevin-Wilcox Line Co (braided)	East Hampton		<b>Venitlan Blinds</b>		
<b>Wire Cloth</b>			<b>Venitlan Blinds</b>		
The C O Jelliff Mfg Co (All metals, all meshes)	Southport		<b>Venitlan Blinds</b>		
The John P Smith Co	New Haven		<b>Venitlan Blinds</b>		
423-33 Chapel St			<b>Venitlan Blinds</b>		
<b>Wire Drawing Dies</b>			<b>Venitlan Blinds</b>		
The Waterbury Wire Die Co	Waterbury		<b>Venitlan Blinds</b>		
<b>Wire Dipping Baskets</b>			<b>Venitlan Blinds</b>		
The John P Smith Co	New Haven		<b>Venitlan Blinds</b>		
423-33 Chapel St			<b>Venitlan Blinds</b>		
<b>Wire Forms</b>			<b>Venitlan Blinds</b>		
The Humason Mfg Co	Forestville		<b>Venitlan Blinds</b>		
The Wallace Barnes Co Div Associated Spring Corp	Bristol		<b>Venitlan Blinds</b>		
<b>Wire Goods</b>			<b>Venitlan Blinds</b>		
The Patent Button Co	Waterbury		<b>Venitlan Blinds</b>		
The American Buckle Co (overall trimmings)	West Haven		<b>Venitlan Blinds</b>		
Scovill Manufacturing Co (To Order)	Waterbury		<b>Venitlan Blinds</b>		
<b>Wire Mesh</b>			<b>Venitlan Blinds</b>		
Rolock Inc (all meshes and metals)	Southport		<b>Venitlan Blinds</b>		
<b>Wire Reels</b>			<b>Venitlan Blinds</b>		
The A H Nilson Mach Co	Bridgeport		<b>Venitlan Blinds</b>		
<b>Wire Partitions</b>			<b>Venitlan Blinds</b>		
The John P Smith Co	New Haven		<b>Venitlan Blinds</b>		
423-33 Chapel St			<b>Venitlan Blinds</b>		
<b>Wire Rings</b>			<b>Venitlan Blinds</b>		
The American Buckle Co (pan handles and tinner's trimmings)	West Haven		<b>Venitlan Blinds</b>		
<b>Woodwork</b>			<b>Venitlan Blinds</b>		
C H Dresser & Son Inc (Mfg all kinds of woodwork)	Hartford		<b>Venitlan Blinds</b>		
<b>Yarns</b>			<b>Venitlan Blinds</b>		
The Ensign-Bickford Co (jute carpet)	Simsbury		<b>Venitlan Blinds</b>		
<b>Zinc</b>			<b>Venitlan Blinds</b>		
The Platt Bros & Co (ribbon, strip and wire)	Waterbury		<b>Venitlan Blinds</b>		
P O Box 1030			<b>Venitlan Blinds</b>		
<b>Zinc Castings</b>			<b>Venitlan Blinds</b>		
Newton-New Haven Co Inc	688 Third Ave West Haven		<b>Venitlan Blinds</b>		
			<b>Venitlan Blinds</b>		

## SERVICE SECTION

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns. All items offered subject to prior sale.

### FOR SALE—RENT—WANTED

**WANTED—JOB WORK.** Special machinery and parts made to order. 73 years' experience manufacturing machinery at your disposal. Your inquiries are solicited. Address S. E. 115.

**WANTED—TO BUY.** Nos. 4½, 5, 5½ Bliss single action double crank straight side presses. Nos. 103, 104, 105 Bliss double crank inclinable presses. No. 3 L. & J. inclinable press. Address S. E. 127.

**FOR SALE** 2—40 H. P. 720 R.P.M. Type MT-346 G. E. Motors, Form B, 220 V. 3 phase 60 cycle with controller. Reasonable price. Condition as good as new. Address S. E. 128.

**WANTED.** Contracts for white metal castings and light stampings in any metal. Also finishing in all plates, silver, gold, brass, bronze, copper and all combinations of same. Address S. E. 129.

**DEFENSE CONTRACTOR** desires to locate sub-contractors who are equipped with Bullard Vertical Turret Lathes or horizontal turret bar or chucking machines. Please address S. E. 134.

### EMPLOYMENT

**TOOL ENGINEER,** age 28. Knows production methods, wants work in production planning or like, experienced in tool and machine design. Has E. E. Degree and experience in electrical lines. Address P. W. 543.

**CREDIT EXECUTIVE.** Man with over 20 years experience in credit work with two large nationally known corporations, now seeks an opportunity to sell his services where he can demonstrate their profitable use either in the credit or sales branches of industry or commerce. He will call upon you upon invitation addressed to P. W. 547.

**ACCOUNTANT—**5 years' experience sales and manufacturing office accounting. Knowledge of installments, statements, taxes, correspondence, sales training, bills of sale, typing. Experience in full charge office details. Presently studying spare time. College graduate, 27, honors school. Address P. W. 552.

**CHEMICAL ENGINEER-CHEMIST.** Fourteen years Plant Engineer. Fifteen years chemist and chemical engineer for several large plants manufacturing brass and steel products, rubber covered wires and cables; fats, oils, waxes and various kinds of paints. License Professional Engineer. Address P. W. 553.

**ADVERTISING MAN—**Worked in New York agency; year with printing house as Art Director-Salesman. Has demonstrated ability to think up effective advertising ideas, write copy, and do layouts and finished art work. College graduate, (Dartmouth '39). Address P. W. 554.

**INDIA.** A salesman, former resident of Connecticut now located in Delhi invites correspondence from Connecticut manufacturers having business in India. Address L. B. Baker, CPA, New Haven, Connecticut.

**AGE 30 MECHANICAL ENGINEER—**Purdue—Practical experience in Connecticut industries, factory management, modern production methods, etc., purchasing, Government requirements for lethal or related manufacturing. Want position where intensive production is in process of development. Address P. W. 559.

**TRAFFIC MANAGER.** Married man, 41 years of age, twenty-two of business experience, specializing in domestic industrial traffic, and now employed as traffic manager, desires position with progressive concern. Applicant has also had some statistical, purchasing and selling experience which might be used to good advantage in combination with traffic work for a small or medium-sized company. Address P. W. 560.

**FORTY PLUS OF CONNECTICUT** offers highly trained men as follows: Accountants, Auditors, Advertising, Sales, Engineers, Personnel, Financial, Production, Publicity writers, Administrators, etc. All service gratis. Write us your requirements—we cover the United States through National Forty Plus. 252 Asylum Street, Hartford, Connecticut.

**EXECUTIVE ENGINEER** with over 20 years experience in design for economical production as well as development work covering a diversified field of machinery. Has knowledge of mass production, cost and sales. A good administrator. Address P. W. 563.

**A RESPONSIBLE** business executive who has discontinued his importing business on account of the war, wishes to contact a responsible

small or medium-sized firm seeking capital for expansion. Is interested in active partnership and will invest up to \$25,000. Address P. W. 564.

**WANTED** a position offering responsibility and hard work as assistant to busy executive burdened with increased business. Fifteen years practical and diversified financial experience. Business trends, analysis, economics, taxation, government relation to business. College trained. Address P. W. 565.

**TRAFFIC MANAGER OR SHIPPING CLERK** who has had some twenty years' experience handling all shipments for a large Connecticut company in the metals field desires to locate a position where his knowledge of rates, classifications, routings, packing, etc. would serve to the advantage of another Connecticut company. Will consider matter of salary until work is proven. For further particulars and interview, address P. W. 566.

**CAN YOU USE A QUALIFIED WORLD WAR VETERAN IN YOUR PLANT?** If you have an opening for such a man in your organization put in a call to any office of the Connecticut State Employment Service asking for Veteran qualified for your particular job. If he is not available in this office, a check will be made to locate one. Thus you will be helping to help a worthy group to a "job in private industry". Address P. W. 567.

**JOURNALIST** with 19 years experience in executive publishing, writing, editing and 2 years in industry desires position in public relations, publicity or personnel work where organization, initiative, responsibility, and ability to handle people and situations are needed. Age 42, college graduate (Yale 1919). Adaptable to any circumstances or problems and accustomed to major responsibility in planning, directing and carrying out ideas. Address P. W. 568.

**POSITION WANTED** by a past 20 years chief executive of metal working plants having unusual experience in finance, costs, sales, production and purchasing. Thoroughly familiar with New England markets. Due to reorganization, available at once. Address P. W. 569.

**EXECUTIVE ASSISTANT,** resident of Hartford. Especially qualified to handle work such as production and sales control, cost and payroll work. Many years experience with nationally known companies, selling as well as installing. Standard costs—budget control and many other special accounting applications. Desires to make connection that will not require traveling. Address P. W. 570.

**COLLEGE GRADUATE,** male, 29 years of age, with 2½ years general experience in a Connecticut manufacturing company. Has just completed commercial school and desires position as male secretary or stenographer. Ultimate goal is executive ranking. Address P. W. 571.

**FACTORY MANAGER—**with over 25 years experience in metal goods manufacturing, having had complete charge of production and management, seeks similar connection where his services would be of value. American born, age 48, married. Can furnish best of references. A personal interview solicited. Address P. W. 572.

**EXECUTIVE—**practical mechanic with creative ability. Management and engineering background with wide diversified experience metal products. Address P. W. 573.

**SALES MANAGER—**Resourceful, thinks out of the rut, goes for profitable sales. Mature, energetic, experienced from direct sales to national distribution. Chances are good he is the "right man" you've hoped for and now need. A talk will tell. Address P. W. 574.

**HOME ECONOMIST AND SALES PROMOTION EXECUTIVE** with eight years business experience desires position. Trained public speaker. Wide acquaintance with leading club women in entire metropolitan area. Excellent following. Good background in educational films, publicity and promotion. Well groomed, smart, agreeable personality. Protestant. For interview address P. W. 575.

**GRADUATE ACCOUNTANT** with experience in insurance and manufacturing firms seeks position in Hartford or vicinity. Has studied business law, business organization and management, systems, costs, etc. Address P. W. 576.

### SALES EXCHANGE

**LARGE WEST COAST CORPORATION** seeks exclusive representation for some good product or line. This concern dates back 25-30 years and has embraced a variety of efforts by men of many years' experience, thoroughly versed in the technique of selling and promotion, regardless of what the product may be. Satisfactory references can be given. Address 133.

**WANTED MACHINING** done by manufacturers who desire to machine parts for National Defense and who are equipped with Bullard Vertical Turret Lathes or horizontal turret bar or chucking machines. Please address S. E. 134.

# ROGER SHERMAN TRANSFER CO.



Moving two 1500 tons capacity presses for New Departure, Bristol. These machines were unloaded from our cars and placed in standing position in the plant, and all of the parts, getting the machines ready for use after 6 days. These machines weighed 50 tons each.

## Heavy Hauling · Rigging · Steel Erection

CRANES up to 60 ton capacity

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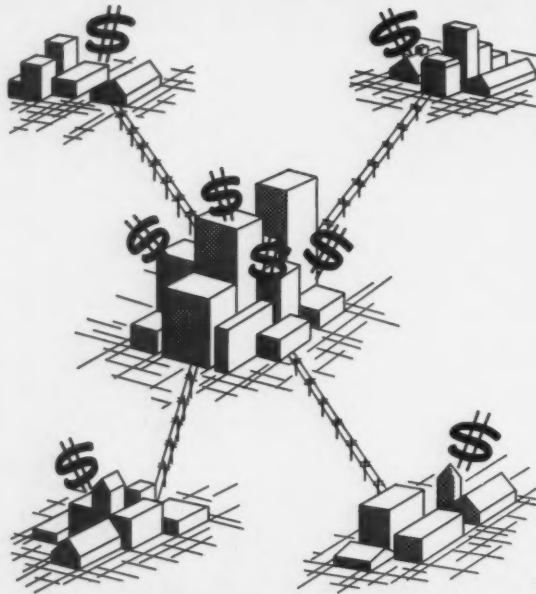
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# FOR PROFITABLE SALES IN "THIN" AREAS, SELL BY *Long Distance*



Many sales managers have found it doesn't pay to have salesmen cover certain territories. Sales costs eat up profits. Thus some accounts, some towns, even entire territories, have been dropped from the salesmen's routes.

Yet profitable sales can still be made in such places. More and more concerns are finding that the low cost of Long Distance enables them to cover "thin" markets at a profit.

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